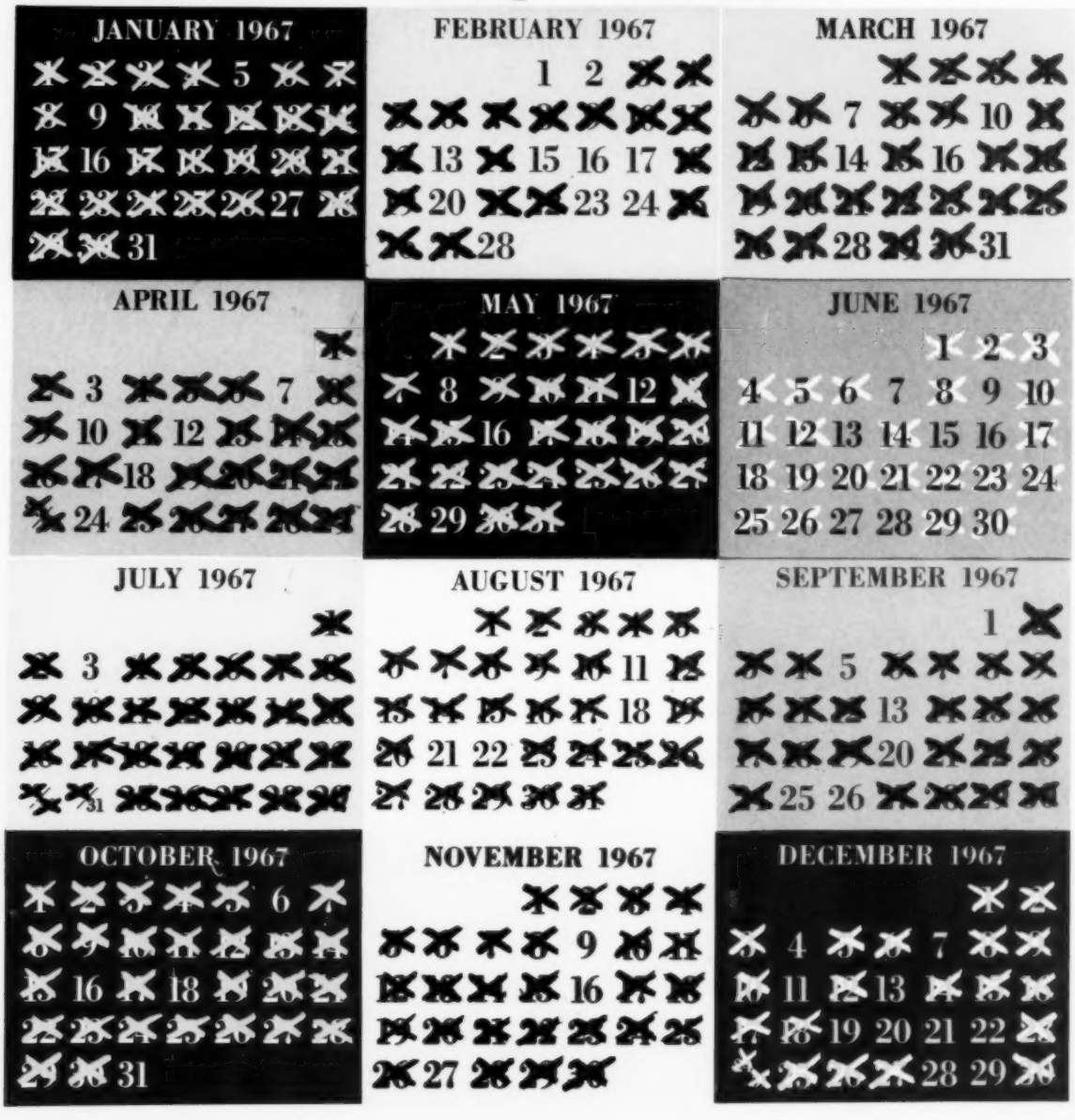
A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

January 2, 1967

commercial holidays abroad



International Trade Winds

Company News

AUTOMOTIVE EQUIPMENT—A license agreement to manufacture and merchandise Prestolite spark plugs in Uruguay has been jointly announced by Prestolite International Co., Toledo, and Gulfport, S.A., of Uruguay. Gulfport will have exclusive manufacturing and sales rights in Uruguay, and will also sell Prestolite products in Brazil and Paraguay. Prestolite now has licensed manufacturing associates in 11 foreign countries.

HOTEL MANAGEMENT—Inter-Continental Hotels, New York, has announced that it will provide technical assistance during the construction of a new $5 million hotel in downtown Nairobi, Kenya. Upon completion of the facility, which will have 210 guest rooms, Inter-Continental will lease the hotel from Kenya Hotel Properties, Ltd., and supervise its operation.

INVESTMENT—The Fidelity-Philadelphia Trust Co.'s Edge Act subsidiary, The Company for Investing Abroad (COMINA), has become a shareholder in Greyhound Financial and Leasing Corp., A.G., in Switzerland. Organized in 1965 by Greyhound Leasing and Financial Corp., a wholly-owned subsidiary of The Greyhound Corp., the Swiss firm finances and leases major items of capital equipment to companies in Western Europe.

RAILROAD LOCOMOTIVES—Brazil's Federal Railway Network has placed an order for 49 new General Motors diesel-electric locomotives for service on its Centro do Brasil line. The new order is for 45 2000-horsepower units, and four 3000-horsepower locomotives. The equipment will be built at General Motors' La Grange, Ill. plant. The new units will join 45 similar locomotives now in service on the Centro do Brasil line.

HOTEL MANAGEMENT—A new $8 million hotel will be constructed in Manila by Mermac, Inc., a Philippine development firm, and will be leased to Inter-Continental Hotels, New York, for management and operation. The 12-story, 400-room hotel will be the 34th in Inter-Continental's worldwide chain, which includes nine hotels in the Far East.

Newsletter

Great Britain, with 86 exhibitions, Germany, with 79, and France, with 59, are busy nations on the world trade fair schedule for 1967 and 1968. The complete list, a twice-yearly feature of this magazine, was published in last week's issue.

Your community will be hearing from the U.S. Chamber of Commerce on plans for next spring's World Trade Week. This observance, which directs attention at U.S. opportunities in international commerce, is annually noted in dozens of U.S. cities. It will now be promoted by many other of the 4,000 cities in which the Chamber has affiliates.

How to develop new markets for saw blades used in meatcutting machines? Join a state trade mission, to follow the example of E. A. Anderson of Georgia. He found ways to meet European competition in the Netherlands and Scandinavia while on a Commerce-assisted venture into these countries. Earlier, after a trade mission to Latin America, he organized a separate company to handle exports, reworked his presentation and catalogs and adapted some of his production to overseas conditions.

Catching the buyer's eye in world markets becomes more of a problem as world trade promotions grow in sophistication. New Jersey's new combination of mobile trade van and trade mission scored against strong competition in Mexico City. Two other trade fairs were in town, but the unusual van and its New Jersey products still got first-class attention.

Putting the cart before the horse, says Electronics Associates official Peter Blake of persons who argue the developing nations are not ready for advanced U.S. electronic equipment, and therefore it is useless to try to sell in those nations. Let's show them what is available first, and then make our judgments, he recommends, because much of today's electronics equipment can be tailored to individual uses.

The traditional idea that a gateway city is along the U.S. coasts or borders has been buried even deeper by new international airport procedures. Now Oklahoma City, in mid-America, is among the places where export cargo can be cleared out of the country. The 24 gateway airports include about half a dozen at inland cities.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for the detailed know-how and analysis in our regular news columns.

U.S. Department of Commerce

John T. Connor
Secretary

Alexander B. Trowbridge
Assistant Secretary for Domestic and International Business

Lawrence A. Fox
Director, Bureau of International Commerce

Clarence M. Zens
Managing Editor

Americo A. W. Favale
Director of Graphics

Annual subscription $16.00 ($5.00 additional for foreign mailing). Single copy 35 cents. Domestic subscribers desiring airmail service must submit $25.00 additional for postage. Make remittance payable to the Superintendent of Documents and mail either to any U.S. Department of Commerce Field Office or to the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

All subscription inquiries and address changes should be directed to the Superintendent of Documents at the above address. This is the central distribution agency for all U.S. Government periodicals.

Expressions herein from private sources are meant to stimulate thought toward the solution of problems confronting the international businessman and to provide constructive suggestions, but they are personal opinions. Contents of this publication are not copyrighted unless so indicated. Noncopyrighted materials may be reprinted freely. Mention of source will be appreciated. Use of funds for printing this publication approved by the Director of the Bureau of the Budget on June 17, 1966.

the cover

Our cover design shows that each day, practically, is a holiday somewhere in the world. Business travel plans may be made accordingly using the world listings of commercial holidays in 121 countries starting on Page 2. What's that? You know one we missed? Tell us, and the next world holiday list will be even better.

January 2, 1967

Volume 73
Number 1

International Commerce

Published by
BUREAU OF INTERNATIONAL COMMERCE

Special Reports

World Business Holidays, 121 Nation Calendar, Pages 2-8;

Commerce Dept. International Publications Checklist, Pages 15-38

Consulting Engineers Assess Latin Market 9

Twin trade missions to Central, South America find opportunities for export of services—with vigorous selling

Monthly List Explores Export Promotion Dates 40

A look ahead at U.S. trade fair and trade center shows, trade missions and other openings on the 1967 list

Growing European Tourism Makes a Target Market 44

Barcelona in June is first of three TOUREX/67 exhibitions that takes aim at a rapidly developing industry

MISCELLANEOUS—Maryland, Connecticut firms win 'E' awards 12

American Express introduces new service for exporters 14

TRADE FAIRS AND CENTERS—Frankfurt show boosts reprographic sales 39

WORLDWIDE BUSINESS OPPORTUNITIES—Mexico's economy has good year 45

U.S. GOVERNMENT ACTIONS—New export form developed by AID, industry 48

FOREIGN GOVERNMENT ACTIONS—World Bank loans finance Brazilian plans 49

INVESTMENT OPPORTUNITIES—Peruvian producers offer licensing proposals 50

WORLD TRADE OPPORTUNITIES—Iran plans purchase of radio equipment 54

TRADERS' WORKING GUIDE

Business holidays listed

Calendar supplies 1967 observances for 121 countries around the world

When an American businessman arrived in Morocco to find that his business plans had to be changed because he had made no allowances for the country's national holidays his experience led to the publication of a worldwide list of commercial holidays in the April 4, 1966, issue of INTERNATIONAL COMMERCE.

The U.S. business traveler's disappointment was only one in a long series expressed to the American Consul General in Casablanca, and it was relayed to this magazine with the request that a serviceable holiday calendar be prepared for readers.

Updated version

The April, 1966, version is now updated for 1967 use, with amendments and refinements suggested by U.S. Commercial Officers in various parts of the world. The country desks of the Office of International Regional Economics in the Commerce Department, Bureau of International Commerce have also assisted with the 1967 calendar.

The calendar is intended as a working guide. Corroboration of specific dates is suggested in final business travel planning.

An important note of advice from Commercial Officers abroad is that holiday observances sometimes vary within a country from province to province. In Germany, for example, Jan. 6 (Epiphany) is observed only in Baden-Wuerttemberg and Bavaria, and Aug. 15 (Assumption) is a holiday only in Bavaria and the Saar.

Local conditions

From Latin America comes word that the period known as "Carnival," immediately preceding Ash Wednesday (Feb. 8 in 1967), is a holiday time even though it does not appear as such on the calendar. From France comes the counsel that the whole month of August is a poor time for business, with many businesses closing up for entire weeks. The feastdays of local patron saints are also business holidays throughout much of Latin America.

Another important reminder that applies overseas is that while the U.S. national holidays do not affect foreign business activity, they should be considered when making appointments with the U.S. Commercial Officers at the various embassies and consulates.

There is a reverse side to the coin: many countries still consider Saturday at least a partial workday (example—Hong Kong), so an arrival late in the week might result in more business transacted than the U.S. traveler had expected.

No matter what, it always pays to check. A single phone call before departure could avoid the frustration of sitting around a hotel lobby for 24 hours (or more) waiting for banks, offices and stores to open.

CHRISTMAS IS FOLLOWED BY BOXING DAY in Britain. Double holiday is general European custom.

** Asterisks denote movable holidays.*

EUROPE

AUSTRIA—Jan. 1 (New Year's Day), Jan. 6 (Epiphany) *March 27 (Easter Monday), May 1 (Labor Day), *May 4 (Ascension Day), *May 15 (Whit Monday), *May 25 (Corpus Christi), Aug. 15 (Assumption), Nov. 1 (All Saints Day), Dec. 8 (Immaculate Conception), Dec. 25, 26 (Christmas).

BELGIUM—Jan. 1 (New Year's Day), *Mar. 27 (Easter Monday), May 1 (Labor Day), May 4 (Ascension Day), May 15 (Whit Monday), July 21 (National Holiday), Aug. 15 (Assumption), Nov. 1 (All Saints Day), Nov. 11 (Armistice Day), Dec. 25 (Christmas).

BULGARIA—Jan. 1 (New Year's Day), May 1, 2 (Labor Days), May 24 (Education Day), Sept. 9 (National Day), Nov. 7 (October Revolution).

CZECHOSLOVAKIA—Jan. 1 (New Year's Day), *March 27 (Easter Monday), May 1 (Labor Day), May 9 (Liberation Day), Oct. 28 (Nationalization Day), Dec. 25, 26 (Christmas).

DENMARK—Jan. 1 (New Year's Day), *March 23 (Maundy Thursday), *March 24 (Good Friday), *March 27 (Easter Monday), May 6 (Store Bededag), *May 4 (Ascension Day), *May 15 (Whit Monday), June 5 (Constitution Day), Dec. 25, 26 (Christmas).

FINLAND—Jan. 1 (New Year's Day), Jan. 6 (Epiphany), *March 24 (Good Friday), *March 27 (Easter Monday), May 1 (Labor Day), *May 4 (Ascension Day), *May 15 (Whit Monday), *June 24 (Midsummer Day), Nov. 1 (All Saints Day), Dec. 6 (Independence Day), Dec. 25, 26 (Christmas).

GERMANY'S HOLIDAY PATTERN VARIES BY REGION. Christmas, of course, celebrated at Bonn (left) and Cologne (right) has the same place on the calendar for the entire country. Epiphany is observed only in Baden-Wuerttemberg and Bavaria. Assumption Day is a holiday only in Bavaria and the Saar.

FRANCE—Jan. 1 (New Year's Day), Mar. 24 (Good Friday—afternoon only), Mar. 27 (Easter Monday), May 1 (Labor Day), May 4 (Ascension Day), May 15 (Whit Monday), July 14 (Bastille Day), Aug. 15 (Assumption), Nov. 1 (All Saints Day), Nov. 11 (Armistice Day), Dec. 25 (Christmas). *Summer, in general, is a poor period for doing business in France. Most Frenchmen take extended (usually four weeks) vacations, mainly in August. A considerable number of business firms close during that month.*

GERMANY—Jan. 1 (New Year's Day), Mar. 24 (Good Friday), Mar. 27 (Easter Monday), May 1 (Labor Day), May 4 Ascension Day), May 15 (Whit Monday), June 17 (Day of German Unity), Nov. 15 (Repentance Day), Dec. 25, 26 (Christmas).

GREAT BRITAIN—Jan. 1 (only in Scotland), *March 24 (Good Friday), *March 27 (Easter Monday), *May 2 (Bank Holiday in Scotland only) *May 15 (Whit Monday), *Aug. 28 (August Bank Holiday), Dec. 25 (Christmas), Dec. 26 (Boxing Day).

N. IRELAND—March 17 (St. Patrick's Day), *March 24 (Good Friday), *March 27 (Easter Monday), *May 15 (Whit Monday), July 12 (Battle of the Boyne), Aug. 28 (August Bank Holiday), Dec. 25, 26 (Christmas).

GREECE—Jan. 1 (New Year's Day), Jan. 6 (Epiphany), Mar. 13 (Carnival Monday), Mar. 25 (National Day), Apr. 28 (Good Friday), May 1 (Easter Monday), May 21 (St. Constantine Day), June 19 (Whit Monday), Aug. 15 (Assumption), Oct. 28 ("Ohi" Day), Dec. 25 (Christmas), Dec. 26 (Boxing Day), Dec. 31 New Year's Eve—Half Holiday).

HUNGARY—Jan. 1 (New Year's Day), *March 27 (Easter Monday), April 4 (Liberation Day), May 1 (May Day), Aug. 20 (Constitution Day), Nov. 7 (October Revolution), Dec. 25 (Christmas).

ICELAND—Jan. 1 (New Year's Day), *March 24 (Good Friday), *March 27 (Easter Monday), April 30 (First Day of Summer), May 1 (Labor Day), *May 14 (Whitsun), June 17 (National Day), Dec. 25, 26 (Christmas).

IRELAND—March 17 (St. Patrick's Day), *March 24 (Good Friday), *March 27 (Easter Monday), *May 15 (Whit Monday), *Aug. 1 (Bank Holiday), Aug. 29; Dec. 25, 26 (Christmas).

ITALY—Jan. 1 (New Year's Day), Jan. 6 (Epiphany), March 19 (St. Joseph), *March 27 (Easter Monday), April 25 (Liberation Day), May 1 (Labor Day), *May 4 (Ascension Day), *May 25 (Corpus Christi); *June 2 (Founding of the Republic Day), June 29 (SS Peter & Paul), Aug. 15 (Assumption), Nov. 1 (All Saints Day), Nov. 4 (National Unity Day), Dec. 8 (Immaculate Conception), Dec. 25, 26 (Christmas).

LIECHTENSTEIN—Jan. 1 (New Year's Day), Jan. 6 (Epiphany), March 19 (St. Joseph's Day), Aug. 15 (Assumption), Dec. 8 (Immaculate Conception), Dec. 25, 26 (Christmas).

LUXEMBOURG—Jan. 1 (New Year's Day), Jan. 23 (Grand Duchess' Birthday), *March 27 (Easter Monday), May 1 (May Day), *May 4 (Ascension), *May 15 (Whit Monday), June 23 (National Holiday), Aug. 15 (Assumption), Nov. 1 (All Saints Day), Dec. 25, 26 (Christmas).

MALTA—Jan. 1 (New Year's Day), Jan. 6 (Epiphany), Feb. 10 (St. Paul's Shipwreck), March 19 (St. Joseph), *March 24 (Good Friday), May 1 (St. Joseph), *May 4 (Ascension), May 24 (Commonwealth Day), June 8 (Queen's Birthday), *May 25 (Corpus Christi), June 29 (SS Peter and Paul), Aug. 15 (Assumption), Sept. 8 (National Day), Nov. 1 (All Saints Day), Dec. 8 (Immaculate Conception), Dec. 25 Christmas).

MONACO—Jan. 1 (New Year's Day), *March 27 (Easter Monday), *May 15 (Whit Monday), Aug. 15 (Assumption), Nov. 19 (National Day), Dec. 25, 26 (Christmas).

NETHERLANDS—Jan. 1 (New Year's Day), Jan. 10 (Princess' Marriage), Mar. 24 (Good Friday), Mar. 27 (Easter Monday), May 1 (Queen's Birthday), May 3 (Remembrance Day), May 4 (Ascension Day), May 15 (Whit Monday), Dec. 25, 26 (Christmas).

NORWAY—Jan. 1 (New Year's Day), *March 23 (Maundy Thursday), *March 24 (Good Friday), *March 27 (Easter

ROME PREPARES FOR CHRISTMAS with these temporary stalls along both sides of the Piazza Navona.

COSMOPOLITAN RIO greets buyers in three languages plus Portuguese. Brazil is another country in which holiday observances vary by region. Celebration for local saints are popular in Latin lands.

Monday), May 1 (Labor Day), *May 4 (Ascension Day), May 17 (Constitution Day), *May 15 (Whit Monday), Dec. 24 (half day), Dec. 25, 26 (Christmas).

POLAND—Jan. 1 (New Year's Day), May 1 (Labor Day), *May 25 (Corpus Christi), July 22 (National Liberation Day), Nov. 1 (All Saints Day), Dec. 25, 26 (Christmas).

PORTUGAL—Jan. 1 (New Year's Day), *March 24 (Good Friday), *May 25 (Corpus Christi), June 10 (National Day), Aug. 15 (The Assumption), Oct. 5 (Confirmation of the Republic), Nov. 1 (All Saints Day), Dec. 1 (Independence Day), Dec. 8 (Immaculate Conception), Dec. 12 (Declaration of Independence), Dec. 25 (Christmas).

ROMANIA—Jan. 1 (New Year's Day), Jan. 24; May 1 (Labor Day), May 9 (Independence Day), Aug. 23 (Liberation Day), Dec. 30 (Republic Day).

SPAIN—Jan. 1 (New Year's Day), Jan. 6 (Epiphany), March 19 (St. Joseph), *March 23 (Maundy Thursday), *March 24 (Good Friday), April 1 (Victory Day), May 1 (St. Joseph), *May 4 (Ascension Day), *May 25 (Corpus Christi), June 29 (SS Peter & Paul), July 18 (National Day), July 25 (St. James of Compostela), Aug. 15 (Assumption), Oct. 1 (Day of Caudillo), Oct. 12 (Columbus Day), Nov. 1 (All Saints Day), Dec. 8 (Immaculate Conception), Dec. 25 (Christmas).

SWEDEN—Jan. 1 (New Year's Day), Jan. 6 (Epiphany), *March 24 (Good Friday), *March 27 (Easter Monday), May 1 (May Day), *May 4 (Ascension Day), *May 15 (Whit Monday), June 23, 24 (Midsummer), Nov. 4 (All Saints Day), Dec. 24, 25, 26 (Christmas).

SWITZERLAND—Jan. 1, 2 (New Year's Day), Mar. 24 (Good Friday), Mar. 27 (Easter Monday), May 4 (Ascension Day), May 15 (Whit Monday), Aug. 1 (National Day), Dec. 25 (Christmas), Dec. 26 (St. Stephen's Day).

USSR—Jan. 1, 2 (New Year's Day), May 1, 2 (May Day), Nov. 7, 8 (October Revolution), Dec. 5 (Soviet Constitution).

YUGOSLAVIA—Jan. 1, 2 (New Year's Day), May 1, 2 (International Labor Day), May 9 (Victory Day), July 4 Fighter's Day), Aug. 2 (National Holiday), Nov. 29, 30 (Republic Day). Additionally, each Republic celebrates its People's Uprising Day: Serbia, July 7; Montenegro, July 13; Slovenia, July 22; Croatia, Bosnia and Herzegovina, July 27; Macedonia, Oct. 11.

WESTERN HEMISPHERE

ARGENTINA—Jan. 1 (New Year's Day), Jan. 6 (Epiphany), *Feb. 6, 7 (Carnival), *March 23 (Maundy Thursday), *March 24 (Good Friday), May 1 (Labor Day), May 25 (Anniversary of 1810 Revolution), *May 25 (Corpus Christi), June 20 (Flag Day), July 9 (Independence Day), Aug. 15 (Assumption), Aug. 17 (Death of Gen. San Martin), Oct. 12 (Columbus Day), Nov. 1 (All Saints Day), Nov. 6 (Bank Day—affects banks only), Dec. 8 (Immaculate Conception), Dec. 25 (Christmas).

BOLIVIA—Jan. 1 (New Year's Day), Feb. 6, 7 (Carnival), *March 23 (Maundy Thursday), *March 24 (Good Friday), April 9 (Anniversary of 1952 Revolution), May 1 (Labor Day), *May 25 (Corpus Christi), Aug. 6 (Independence Day), Oct. 12 (Columbus Day), Nov. 1 (All Saints Day), Dec. 25 (Christmas).

BRAZIL—Jan. 1 (New Year's Day), Jan. 2 (Bank Holiday), Jan. 6 (Epiphany), Feb. 6-8 (Carnival), March 24 (Good Friday), April 21 (Tiradentes), May 1 (Labor Day), May 15 (Ascension Day), May 25 (Corpus Christi), Aug. 15 (Assumption Day), Sept. 7 (Independence Day), Nov. 1 (All Saints Day), Nov. 2 (All Souls Day), Nov. 15 (Proclamation of the Republic), Dec. '25 (Christmas).

CANADA—Jan. 1 (New Year's Day), *March 24 (Good Friday), *March 27 (Easter Monday), *May 4 (Ascension), *May 15 (Whit Monday), *May 22 (Victoria's Day), *May 25 (Corpus Christi), July 1 (Dominion Day), *Sept. 6 (Labor Day), *Oct. 9 (Thanksgiving Day), Nov. 11 (Remembrance Day), Dec. 25 (Christmas).

CHILE—Jan. 1 (New Year's Day), *March 24 (Good Friday), May 1 (Labor Day), *May 4 (Ascension Day), May 21 (Battle of Iquique), *May 25 (Corpus Christi), June 29 (SS Peter & Paul), June 30 (Bank Holiday), Aug. 15 (Assumption), Sept. 18 (Independence), Sept. 19 (Army), Oct. 12 (Columbus Day), Nov. 1 (All Saints), Dec. 8 (Immaculate Conception), Dec. 25 (Christmas), Dec. 31 (Bank Holiday).

COLOMBIA—Jan. 1 (New Year's Day), Jan. 6 (Epiphany), March 19 (St. Joseph's Day), *March 24 (Good Friday), May 1 (Labor Day), May 15 (Ascension Day), *May 25 (Corpus Christi), June 17 (Sacred Heart), June 29 (SS Peter and Paul), July 20 (Independence Day), Aug. 7 (Battle of Boyaca), Aug. 15 (Assumption), Oct. 12 (Columbus Day), Nov. 1 (All Saints), Nov. 11 (Independence of Cartagena), Dec. 8 (Immaculate Conception), Dec. 25 (Christmas).

COSTA RICA—Jan. 1 (New Year's Day), March 19 (St. Joseph), *March 20-25 (Holy Week), May 1 (Labor Day), May 25 (Corpus Christi), May 26 (National Revolution Day), Aug. 2 (Our Lady of the Angels), Aug. 15 (Assumption), Sept. 15 (Independence Day), Oct. 12 (Columbus Day), Dec. 8 (Immaculate Conception), Dec. 25 (Christmas).

DOMINICAN REPUBLIC—Jan. 1 (New Year's Day), Jan. 6 (Epiphany), Jan. 21 (Altagracia), Jan. 26 (Duarte), Feb. 27 (Independence), March 19 (St. Joseph), *March 23 (Maundy Thursday), *March 24 (Good Friday), May 1 (Labor Day), *May 4 (Ascension Day), *May 25 (Corpus Christi), May 30 (Liberty Day), June 14 (Memorial Day—Constanza Invasion), June 19 (Memorial Day—Luperon Invasion), June 29 (SS Peter & Paul), Aug. 15 (Assumption), Aug. 16 Restoration Day), Sept. 24 (Mercedes), Oct. 12 (Columbus Day), Nov. 1 (All

Saints), Dec. 8 (Immaculate Conception), Dec. 25 (Christmas).

ECUADOR—Feb. 6, 7 (Carnival), May 1 (Labor Day), May 24 (Battle of Pichincha), June 24 (St. John), July 24 (Birth of Simon Bolivar), Aug. 10 (Independence Day), Oct. 9 (Guayaquil Independence), Oct. 12 (Columbus Day), Nov. 3 (Cuenca Independence), Dec. 25 (Christmas).

EL SALVADOR—Jan. 1 (New Year's Day), *March 20-25 (Holy Week), May 1 (Labor Day), May 10 (Mother's Day), *Fiesta (July-August), Aug. 3 (Workers' Day), Aug. 4, 5 (Civic Day, San Salvador), Aug. 6 (Civic Day for the Republic), Sept. 15 (Independence Day), Oct. 12 (Columbus Day), Nov. 2 (All Souls), 5, (First call to Independence), Dec. 12 (Day of Indian), Dec. 14 (Anniversary of the Revolution), Dec. 25 (Christmas).

GUATEMALA—Jan. 1 (New Year's Day), *March 20-25 (Holy Week), May 1 (Labor Day), June 30 (Liberal Revolution Day), Aug. 15 (Assumption Day), Sept. 15 (Independence Day), Oct. 12 (Columbus Day), Oct. 20 (Revolution of 1944), Nov. 1 (All Saints Day), Dec. 24, 25 (Christmas), Dec. 31 (half-day).

HAITI—Jan. 1 (New Year's Day), Jan. 2 (Independence), *March 23 (Maundy Thursday), *March 24 (Good Friday), April 14 (Pan American Day), May 1 (Labor Day), *May 4 (Ascension Day), May 18 (Flag Day), *May 25 (Corpus Christi), Aug. 15 (Assumption), Nov. 1 (All Saints), Nov. 18 (Army), Dec. 25 (Christmas).

HONDURAS—Jan. 1 (New Year's Day), *March 20-25 (Holy Week), April 14 (Pan American Day), May 1 (Labor Day), June 29 (SS Peter & Paul), Aug. 15 (Assumption), Sept. 15 (Independence Day), Oct. 3 (Morazan Day), Oct. 12 (Columbus Day), Oct. 21 (Armed Forces Day), Dec. 25 (Christmas).

JAMAICA—Jan. 1 (New Year's Day), *Feb. 8 (Ash Wednesday), *March 24 (Good Friday), *March 27 (Easter Monday), May 23 (Labor Day), June 11 (Queen's Birthday), Aug. 3 (Independence Day), Dec. 25 (Christmas), Dec. 26 (Boxing Day), Dec. 27 (Public Holiday).

LATIN AMERICAN CELEBRATIONS, such as in Caracas, Venezuela, (above), may extend beyond the usual calendar dates. "Carnival," for example, is observed for several days prior to Lent.

MEXICO—Jan. 1 (New Year's Day), Feb. 5 (Promulgation of the Constitution), March 21 (Birthday of Don Benito Juarez), *March 24 (Good Friday), May 1 (Labor Day), May 5 (Victory of General Ignacio Zaragonza), Sept. 16 (Independence Day), Oct. 12 (Columbus Day), Nov. 20 (Anniversary of the Revolution), Dec. 25 (Christmas).

NICARAGUA—Jan. 1 (New Year's Day), *March 20-25 (Holy Week), May 1 (Labor Day), May 27 (Army Day), Sept. 14 (Battle of San Jacinto), Aug. 1 & 10 (St. Domingo), Sept. 15 (Independence Day), Oct. 12 (Columbus Day), Dec. 8 (Immaculate Conception), Dec. 25 (Christmas).

PANAMA—Jan. 1 (New Year's Day), Jan. 2 (Day of National Mourning), March 1 Constitution Day), May 1 (Labor Day), Oct. 12 (Columbus Day), Nov. 2 (All Soul's), Nov. 3 (Separation from Colombia), Nov 4 (Flag Day), Nov. 10 (Declaration of Independence), Nov. 28 (Independence from Spain), Dec. 8 (Immaculate Conception), Dec. 25 (Christmas).

PARAGUAY—Jan. 1 (New Year's Day), Feb. 3 (St. Blaise's Day), March 1 (Heroes Day), *March 24 (Good Friday), May 1 (Labor Day), May 14, 15 (Independence Day), June 12 (Peace of Chaco), *May 25 (Corpus Christi), Aug. 15 (Founding of Asuncion), Sept. 29 (Battle of Boqueron), Oct. 12 (Columbus Day), Nov. 1 (All Saint's Day), Dec. 8 (Our Lady of Caacupe), Dec. 25 (Christmas), Dec. 31 (Bank Holiday).

PERU—Jan. 1 (New Year's Day), *March 23 (Maundy Thursday), *March 24 (Good Friday), May 1 (Labor Day), June 29 (SS Peter & Paul), July 28, 29 (Independence Day), Aug. 30 (St. Rose of Lima), Oct. 12 (Columbus Day), Nov. 1 (All Saints), Dec. 8 (Immaculate Conception), Dec. 25 (Christmas).

TRINIDAD and TOBAGO—Jan. 1 (New Year's Day), *March 24 (Good Friday), *March 27 (Easter Monday), May 1 (May Day), May 15 (Whit Monday), May 25 (Corpus Christi), June 11 (Queen's Birthday), Aug. 3 (Discovery Day), Aug. 31 (Independence Day), Dec. 25, 26 (Christmas).

URUGUAY—Jan. 1 (New Year's Day), Jan. 6 (Epiphany), *March 20 to 27 (Holy Week), May 1 (Labor Day), May 18 (Battle of Las Piedras), June 19 (Birth of General Artigas), July 18 (Constitution Day), Aug. 25 (National Independence Day), Oct. 12 (Columbus Day), Nov. 2 (All Soul's Day), Dec. 8 (Blessing of the Waters), Dec. 25 (Christmas).

VENEZUELA—Jan. 1 (New Year's Day), Jan. 6 (Epiphany), *Feb. 6, 7 (Carnival), March 19 (St. Joseph), *March 23 (Maundy Thursday), *March 24 (Good Friday), April 19 (Declaration of Independence), May 1 (Labor Day), June 24 (Battle of Carabobo), July 5 (Independence Day), July 24 (Bolivar's Birthday), Oct. 12 (Columbus Day), Nov. 1 (All Saints), Dec. 25 (Christmas).

HOLIDAYS IN THE AFRICAN NATIONS have undergone many changes in recent years, reflecting the moves toward national independence. The scene here is Water Street in Monrovia, Liberia.

AFRICA

NOTE: *Many recent changes make individual verifications especially advisable.*

ALGERIA—Jan. 1 (New Year's Day), July 1 (Independence), Nov. 1 (National Day), and Moslem and Christian Holidays.

BOTSWANA—Jan. 1 (New Year's Day), March 24 (Good Friday), March 27 (Easter Monday), May 4 (Ascension Day), *May 15 (Whit Monday), May 24 (President's Day), June 10 (Commonwealth Day), *Aug. 7 (Bank Holiday), Sept. 30 (Independence Day), Dec. 25 (Christmas), Dec. 26 (Boxing Day).

BURUNDI—Jan. 1 (New Year's Day), *March 27 (Easter Monday), May 1 (Labor Day), *May 4 (Ascension Day), July 1 (Independence Day), Aug. 15 (Assumption), Sept. 18 (Victory of Uprona Party), Oct. 13 (Murder of Hero of State Rwagasore), Nov. 1 (All Saints), Dec. 15 (Birthday of Mwami), Dec. 25 (Christmas), Dec. 27 (Umugamuro).

CAMEROON—Jan. 1 (New Year's Day), *March 27 (Easter Monday), May 1 (Labor Day), *May 4 (Ascension Day), *May 15 (Whit Monday), May 10 (Independence Day), July 14 (Liberation Day), Aug. 15 (Assumption Day), Oct. 1 (Reunification), Nov. 1 (All Saints), Nov. 11 (Armistice Day), Dec. 25 (Christmas), and Moslem feasts.

CENTRAL AFRICAN REPUBLIC—Jan. 1 (New Year's Day), March 29 (Anniversary of Barthelemy Boganda's death), *March 27 (Easter Monday), May 1 (Labor Day), May 4 (Ascension Day), *May 15 (Whit Monday), Aug. 13 (Independence Day), Aug. 15 (Assumption Day), Nov. 1 (All Saints Day), Nov. 10, 11 (Anniversary of election of Barthelemy Boganda), Dec. 1, 2 (National Days), Dec. 25 (Christmas).

CHAD—Jan. 1 (New Year's Day), May 1 (Labor Day), July 14 (Liberation Day), Aug. 8 (Independence Day), Dec. 25 (Christmas), and Moslem holidays observed on movable dates.

CONGO (Brazzaville)—Jan. 1 (New Year's Day), May 1 (Labor Day), Aug. 15 (Independence Day), Dec. 25 (Christmas).

CONGO (Kinshasa)—Jan. 1 (New Year's Day), Jan. 4 (Martyrs of Independence), *March 27 (Easter Monday), May 1 (Labor Day), *May 4 (Ascension Thursday), *May 15 (Whit Monday), June 30 (Independence), Aug. 15 (Assumption), Oct. 15 (President's Official Holiday), Nov. 1 (All Saints), Nov. 11 (Homage to Dead Patriots), Nov. 17 (Army Day), Dec. 25 (Christmas).

DAHOMEY—Jan. 1 (New Year's Day), March 27 (Easter Monday), April 4 (Tabaski), May 1 (Labor Day), *May 4 (Ascension), *May 14 (Whitsun), Aug. 1 (National Day), Aug. 15 (Assumption), Nov. 1 (All Saints), Dec. 25 (Christmas), and Ramadan.

ETHIOPIA—Jan. 7 (Christmas), Jan. 19 (Timkat), Jan. 20 (St. Michael), Feb. 19 (Martyrs Day), March 2 (Battle of Aduwa), *March 15 (Good Friday), *March 18 (Easter Monday), May 5 (Liberation Day), July 23 (Emperor's Birthday), Aug. 8 (Assumption), Sept. 11 (New Year's Day), Sept. 27 (Maskal), Nov. 2 (Coronation Day).

GABON—Jan. 1 (New Year's Day), *March 27 (Easter Monday), May 1 (Labor Day), *May 4 (Ascension), Aug. 15 (Assumption), Aug. 17 (Independence), Nov. 1 (All Saints), Nov. 11 (Armistice Day), Dec. 25 (Christmas).

GAMBIA—Jan. 1 (New Year's Day), *Jan. 8 (Id el Kabir), *Jan. 11 (Id el Fitr), Feb. 18 (Independence Day), *March 24 (Good Friday), *March 27 (Easter Monday), April 21 (Queen's Birthday), May 24 (Commonwealth Day), *July (Maulud Nabi), Aug. 15 (Assumption), Aug. 27; Dec. 25 (Christmas), Dec. 26 (Boxing Day).

GHANA—Jan. 1 (New Year's Day), March 6 (Independence Day), *March 24 (Good Friday), *March 27 (Easter Monday), July 1 (Republic Day), Sept. 21 (National Founder's Day), Dec. 25 (Christmas), Dec. 26 (Boxing Day).

GUINEA—Jan. 1 (New Year's Day), Jan. 11 (End of Ramadan), Feb. 21 (International Women's Day), March 26 (J.R.D.A. Anniversary), *March 27 (Easter Monday), April 4 (Tabaski), May 1 (Labor Day), July 1 (Prophet's Birthday), Aug. 15 (Assumption Day), Sept. 28 (Referendum Day), Oct. 2 (Independence Day), Nov. 1 (All Saints Day, Army Day), Dec. 25 (Christmas).

IVORY COAST—Jan. 1 (New Year's Day), Jan. 11 (End of Ramadan), *March 27 (Easter Monday), May 1 (Labor Day), May 4 (Ascension Day), May 14 (Pentecost), Aug. 7 (Independence Day), Aug. 15 (Assumption Day), Nov. 1 (All Saints Day), Dec. 25 (Christmas).

KENYA—Jan. 1 (New Year), *March 24 (Good Friday), *March 27 (Easter Monday), May 1 (Labor Day), May 24 (Commonwealth Day), June 1 (Madaraka), Aug. 2 (Bank Holiday), Oct. 20 (Kenyatta Day), Dec. 12 (Independence Day), Dec. 25 (Christmas), Dec. 26 (Boxing Day).

LESOTHO—Jan. 1 (New Year's Day), March 12 (Moshoeshoe I Day), *March 24 (Good Friday), *March 27 (Easter Monday), *Aug. 7 (Bank holiday), Oct. 4 (Independence Day), Dec. 25 (Christmas).

LIBERIA—Jan. 1 (New Year's Day), Jan. 7 (Pioneers Day), Feb. 11 (Armed Forces Day), Feb. 14 (Literacy Day), *March 8 (Decoration Day), March 15 (Birthday of J. J. Roberts, first President), *March 24 (Good Friday), April 15 (Africa Freedom Day), May 14 (Unification Day), July 26 (Independence Day), Aug. 24 (Flag Day), Oct. 24 (UN Day), Dec. 1 (Matilda Newport Day), Dec. 10 (Human Rights Day), Dec. 25 (Christmas).

LIBYA—*Jan. 11 (Id el Fitr), March 3 (Feast of the Throne), Mar. 12 (King's Birthday), Mar. 22 (Arab League), March 20 (Feast of the Pilgrimage), *Apr. 20 (Moslem New Year), April 26 (Unification Day), May 11 (Ashira), July 1 (Mohammed's Birthday), Aug. 9 (Army Day), Oct. 7 (Constitution Day), *Nov. 8 (Mirage), Nov. 21 (UN Resolution Anniversary), Nov. 25 (Shaban), Dec. 24 (Independence).

MALAGASY REPUBLIC—Jan. 1 (New Year's Day), *March 27 (Easter Monday), May 1 (Labor Day), *May 4 (Ascension), *May 14 (Whitsun), June 26 (Independence Day), July 14 (Community Day), Aug. 15 (Assumption), Oct. 13, 14 (Madagascar National Holiday), Nov. 1 (All Saints' Day), Dec. 25 (Christmas).

MALAWI—Jan. 1 (New Year's Day), March 3 (Martyrs' Day), *March 24 (Good Friday), *March 27 (Easter Monday), July 6 (National Day), Dec. 25, (Christmas), Dec. 26 (Boxing Day).

MALI—Jan. 1 (New Year's Day), May 1 (Labor Day), July 14 (National Day), Sept. 22 (Independence Day), Dec. 25 (Christmas), and Moslem feasts.

MAURITANIA—Jan. 1 (New Year's Day), *Jan. 11 (End of Ramadan), *April 1 (Id el Adha), July 1 (Mohammed's Birthday), Nov. 28 (National Day).

MOROCCO—Jan. 1 (New Year's Day), *Jan. 11 (End of Ramadan), March 3 (Feast of the Throne), Mar. 20 (Feast of Pilgrimage*, (Moslem New Year), May 1 (Labor Day), July 1 (Aid Mouloud), Nov. 18 (Royal Army Day).

NIGER—Jan. 1 (New Year's Day), *March 24 (Good Friday), *March 27 (Easter Monday), May 1 (Labor Day), *May 15 (Whit Monday), May 4 (Ascension), Aug. 3 (Independence Day), Aug. 15 (Assumption Day), Nov. 1 (All Saints Day), Dec. 18 (Republic Day), Dec. 25 (Christmas), plus Moslem holidays.

NIGERIA—Jan. 1 (New Year's Day), *Jan 11 (Id el Fitr), *April 2 (Id ul Kebir), *March 24 (Good Friday), *March 27 (Easter Monday), July 1 (Birth of Prophet), Oct. 1 (Independence Day), Dec. 25 (Christmas), Dec. 26 (Boxing Day).

SENEGAL—Jan. 1 (New Year's Day), Jan. 11 (Id el Fitr), March 24 (Good Fri-

HOLIDAYS "DOWN UNDER" reflect English background. Sydney, Australia, show here in a Christmastime mood, notes the Queen's Birthday on June 12, New Zealand on June 6.

CHRISTMAS IN THE ORIENT has much of the character of Western observance, with added local notes. Japan's Christmas is aided by New Year bonuses.

day), *March 27 (Easter Monday), April 4 (Independence Day), May 1 (Labor Day), *May 4 (Ascension), *May 15 (Whit Monday), May 22 (Ashura), July 14 (French National Day), July 22 (Maulid Alnadi), Aug. 15 (Assumption), Dec. 25 (Christmas).

SIERRA LEONE—Jan. 1 (New Year's Day), *Jan 11 (Id el Fitr), March 23-25 (Id el Adha), *March 24 (Good Friday), *March 27 (Easter Monday), April 27 (Independence), *May 15 (Whit Monday), *July 1 (Moulid), *Aug. 30 (Bank Holiday), Dec. 25 (Christmas), Dec. 26 (Boxing Day).

SOMALIA—Jan. 11 (Id el Fitr), June 26 (Independence), July 1 (Foundation of Republic), July 1 (Mohammed's Birthday), Oct. 24 (UN Day).

SOUTH AFRICA—Jan. 1 (New Year's Day), *March 24 (Good Friday), *March 27 (Easter Monday), *April 6 (Van Riebeeck Day), *May 4 (Ascension), May 31 (Republic Day), July 10 (Family Day), Sept. 4 (Settler's Day), Oct. 10 (Kruger Day), Dec. 16 (Day of Covenant), Dec. 25 (Christmas), Dec. 26 (Boxing Day).

SOUTHERN RHODESIA—Jan. 1 (New Year's Day), *March 24 (Good Friday), *March 27 (Easter Monday), *May 15 (Whit Monday), May 24 (Commonwealth Day), June 6 (Queen's Birthday), July 8 (Rhodes Day), July 9 (Founder's Day), Sept. 12 (Pioneer Day), Dec. 25, 26 (Christmas).

SUDAN—Jan 1 (Independence), *Jan. 11 Id el Fitr), *Feb. (Kurban Bairam), May (Sehm el Nessim), (Mohammedan New Year), July 1 (Mohammed's Birthday), Oct. 21 (Revolution Day), Dec. 25 (Christmas).

TANZANIA—Jan. 1 (New Year's Day), Jan. 11 (Id el Fitr), Jan. 12 (Zanzibar Revolution Day), *March 30 (Id el Haj), *March 24 (Good Friday), *March 27 (Easter Monday), April 26 (Union Day), May 1 (International Workers Day), July 7 (Saba Saba Day), Dec. 9 (Tanganyika Independence & Republic Day), Dec. 25 (Christmas), Dec. 26 (Boxing Day).

RWANDA—Jan. 1 (New Year's Day), Jan. 28 (Democratic Day), *March 27 (Easter Monday), May 1 (Labor Day), May 4 (Ascension), July 1 (Independence Day), Sept. 25 (National Assembly Day), Oct. 10 (Proclamation of Human Rights), Oct. 26 (Government Day), Nov. 24 (Justice Day), Dec. 25 (Christmas).

TOGO—Jan. 1 (New Year's Day), April 27 (Independence Day), May 1 (Labor Day), Aug. 15 (Assumption Day), Nov. 1 (Memorial Day), Dec. 25 (Christmas).

TUNISIA—Jan. 1 (New Year's Day), Jan. 11 (End of Ramadan), Jan. 18 (National Revolution Day), March 20 (Independence Day and Feast of Pilgrimage), *Ras El Am Hejri, April 9 (Day of Martys), May 1 (Labor Day), June 1 (National Day), July 1 (Mohammed's Birthday), July 25 (Republic Day), Aug. 3 (Birthday of President Bourguiba).

UGANDA—Jan. 1 (New Year's Day), *March 24 (Good Friday), *March 27 (Easter Monday), May 1 (Labor Day), July 11 (National Day), Oct. 9 (Independence Day), Dec. 25 (Christmas), Dec. 26 (Boxing Day).

UPPER VOLTA—Jan 1 (New Year's Day), May 1 (Labor Day), Aug. 25 (Independence Day), Dec. 25 (Christmas).

ZAMBIA—Jan. 1 (New Year's Day), *March 24 (Good Friday), *March 27 (Easter Monday), May 24 (Commonwealth Day), May 25 (African Freedom Day), *May 15 (Whit Monday), July 4 (Heroes Day), July 5 (Unity Day), Aug. 1 (Bank Holiday), Oct. 24 (Independence Day), Dec. 26 (Boxing Day), Dec. 27 (in lieu of Christmas).

FAR EAST

AUSTRALIA—Jan 1-2 (New Year's Day), Jan. 30 (Australia Day), *March 24 (Good Friday), *March 27 (Easter Monday), April 25 (Anzac Day), June 12 (Queen's Birthday), Oct. (Labor Day), Dec. 25 (Christmas), Dec. 26 (Boxing Day).

HONG KONG—Jan. 1-2 (New Year's Day), Feb. 9-10 (Chinese New Year), *March 24 (Good Friday), *March 27 (Easter Monday), April 21 (Queen's Birthday), May 15 (Whit Monday), July 1, Aug. 7, Aug. 30, Sept. 29 (Mid-Autumn Festival), Oct. 17, Nov. 14, Dec. 26, 27.

INDONESIA—Jan. 1 (New Year's Day), Jan. 12-13 (Id el Fitr—end of Lebaran fasting), Mar. 21 (Id el Adha), Mar. 24 (Good Friday), May 1 (Labor Day), June 1 (Birth of Pantjasila), Aug. 17 (Independence Day), Dec. 25 (Christmas).

JAPAN—Jan. 1 (New Year's Day), Jan. 15 (Adult's Day), Feb. 11 (Founding Day), March 21 (Vernal Equinox), April 29 (Emperor's Birthday), May 3 (Constitution Day), May 5 (Children's Day), Sept. 15 (Old People's Day), Oct. 10 (Physical Culture Day), Nov. 3 (Culture), Nov. 23 (Labor, Thanksgiving).

REPUBLIC OF KOREA—Jan. 1 to 3 (New Year), March 1 (Independence), April 5 (Arbor), May 16 (Revolution), June 6 (Memorial), July 17 (Constitution Day), *(Moon Festival), Aug. 15 (Liberation), Oct. 3 (National Foundation), Oct. 9 (Korean Alphabet Day), Oct. 10 (Armed Forces Day). Oct. 24 (UN Day), Dec. 25 (Christmas).

LAOS—May 11 (National Day), July 19 (Independence Day).

MALAYSIA—*Jan. 13-14 (Hari Raya Puasa), Feb. 9-10 (Chinese New Year), *Mar. 22 (Hari Paya Haji), *May 23 (Vesak Day), June 1 (Agong's Birthday), *July 1 (Birthday of Prophet Mohammed), Aug. 31 (Malaysia Day), Nov. 1 (Deepavali), Dec. 25 (Christmas).

NEW ZEALAND—Jan. 1. (New Year's day), *March 24 (Good Friday), *March 27 (Easter Monday), April 25 (Anzac Day), June 6 (Queen's Birthday), Oct. 23 (Labor Day), Dec. 25 (Christmas), Dec. 26 (Boxing Day).

PHILIPPINES—Jan. 1 (New Year's Day), *March 23 (Maundy Thursday), *March 24 (Good Friday), May 1 (Labor Day), June 19 (Rizal Day), June 12 (Independence Day), Nov. 30 (National Heroes' Day), Dec. 25 (Christmas).

SINGAPORE—Jan. 1 (New Year), *Jan. 13-14 (Hari Raya Puasa), Jan. 26 (Thaipusam), Feb. 9-10 (Chinese New Year), *Mar. 21 (Hari Raya Haji), Mar. 24-25 (Good Friday), Mar. 27 (Easter Mon-

day), May 1 (Labor Day), May 23 (Vesak Day), *June 19 (Birthday of the Prophet Mohammed), Aug. 9 (National Day), Nov. 1 (Deepavali), Dec. 25 (Christmas).

TAIWAN—Jan. 1 (Founding of the Republic), Feb. 9-12 (Chinese New Year), March 29 (Youth Day), Sept. 28 (Confucius' Birthday), Oct. 10 (National Day), Oct. 25 (Taiwan Retrocession Day), Nov. 12-13 (Birthday of Sun Yet-Sen), Dec. 25 (Implementation of the Constitution).

THAILAND—Jan. 1 (New Year's Day), last week of Feb. or first week of March (Makha Buja), April 6 (Chakri Day), April 13 (Songkran), May 5 (Coronation Day), *in May (Peja Mongkhon and Visawa Buja), in July (Asalaha Buja and Buddhist Lent), Aug. 12 (Queen's Birthday), Oct. 23 (Chulalongkorn Memorial Day), Dec. 5 (King's Birthday), Dec. 10 (Constitution Day).

SOUTH VIET-NAM—Jan. 1 (New Year's Day), May 1 (Labor Day), *May 4 (Ascension Day), Aug. 15 (Assumption), Sept. 28 (Confucian Day), Oct. 26 (Establishment of the Republic), Nov. 2 (All Saints' Day), Dec. 25 (Christmas), and Lunar Calendar Festivals; Lunar New Year; Woman's Day; Buddha's Birth; Thung Dao.

NEAR EAST-SOUTH ASIA

It should be noted that in most Moslem countries Friday is the same as our Sunday, and both government and business offices are closed.

AFGHANISTAN—*Jan. 13-15 (Id el Fitr), *Mar. 23-25 (Id el adha and New Year's), June 22 (Mohammed's Birthday), *Aug. 23-25 (Independence), Oct. 14 (King's Birthday), Oct. 15 (Nejat Anniversary).

BURMA—Jan. 1 (New Year's), Jan. 4 (Independence Day), Feb. 12 (Union Day), Mar. 2 (Peasants Day), *Mar. (Full Moon of Tabaung), Mar. 27 (Resistance Day), *Apr. 14-17 (Water Festival, New Year's), May 1 (Labor Day), *May (Full Moon of Koson), *July (Full Moon of Wazo), July 19 (Martyr's Day), *Oct. (Full Moon of Thadingyut), *Nov. (Dazaungdine Festival and National Day), Dec. 25 (Christmas).

CEYLON—Jan. 1 (New Year's), *Jan. 6 (Duruthu Full Moon Day), *Jan. 14 (Thai Pongal), *Jan. 13 (Ramazan), Feb. 4 (Independence Day), *Feb. 18 (Maha Sivarathi Day), *April 2 (Haji Festival Day), *March 24 (Good Friday), *March 26 (Easter), *Apr. 13 (Day Preceding Sinhalese, Tamil New Year's), *Apr. 14 (New Year's Day), May 1 (May Day), *May 3 (Day Preceding Wesak Full Moon Day), *May 4 (Wesak Full Moon Day),*June 2 (Poson Full Moon Day), *June 22 (Mohammed's Birthday), *Nov. 11 (Dupavali Festival), Dec. 25 (Christmas).

NOTE: The 49 POYA days are work holidays in place of Sundays.

CYPRUS—Jan. 1 (New Year's Day), Jan. 6 (Epiphany), *March 24 (Good Friday), *March 27 (Easter Monday), Oct. 1 (Independence Day), Dec. 25 (Christmas), Dec. 26 (Boxing Day).

IRAN—Mar. 21-25 (New Year Holidays), April 2 (Thirteenth day of New Year), Aug. 5 (Constitution Day), Aug. 19 (National Uprising Day), Oct. 26 (Shah's Birthday), Dec. 12 (Liberation of Azerbaijan).

There are an additional 16 religious holidays which vary from year to year.

INDIA—Jan. 1 (New Year's), *Jan. 12 (Id el Fitr), Jan. 18 (300th Birthday of Guru Gavind Singh), Jan. 26 (Republic Day), *Mar. 22 (Idu's Zuha), Mar. 24 (Good Friday), April 19 (Ramnaghmi-Ramanavami), *Apr. 20 (Mahrum-Muharram), Apr. 23 (Pudhpurnis-Buddha Purima), Aug. 15 (Independence Day), Aug. 28 (Janmashtami), Oct. 2 (Mahatma Gandhi's Birthday), Oct. 11-12 (Dussehra), Nov. 1 (Divali), Nov. 17 (Guru Nanak's Birthday), Dec. 25 (Christmas).

IRAQ—Jan. 6 (Army Day), *Jan. 13 (Id el Fitr), Mar. 21 (Spring), Mar. 24 (Liberty Day), *Mar. 23-25 (Id el Adha), *Apr. 11 (Moslem New Year), May 1 (Labor Day), *Apr. 21 (Day of Ashourah), June 22 (Mohammed's Birthday), July 14 (Anniversary of the Revolution & the Establishment of the Republic).

ISRAEL—Apr. 25 (Passover), April 29 (Independence Day), Oct. 5 (New Year), Oct. 14 (Day of Atonement), Oct. 19 (First Day of Tabernacles), Dec. 27 (Chanukah).

JORDAN—Jan. 15 (Arbor Day), Jan. 17 (Arab Summit Conference Day), *Jan. 13 (Id el Fitr), Mar. 8 (Coronation of King Faisal over Syria), Mar. 22 (Arab League Day), *Mar. 23 (Id. el Adha), *Apr. 11 (Moslem New Year), May 25 (Independence Day), *June 22 (Mohammed's Birthday), Aug. 11 (Coronation Day), *Nov. 1 (Ascension of the Prophet), Nov. 13 (Arab Renaissance Day), Nov. 14 (King's Birthday), Dec. 25 (Christmas).

KUWAIT—Jan. 1 (New Year's Day), *Jan. 13 (Id el Fitr), Feb. 25 (National Day), *(Mount Arafat Halting Day), *Mar. 23 (Id el Adha), *Apr. 11 (Moslem New Year), *June 22 (Mohammed's Birthday), *Nov. 1 (Ascension of the Prophet).

LEBANON—Jan. 1 (New Year's), *Jan. 13 (Id el Fitr), Feb. 9 (St. Maroun's Day), *Mar. 22 (Id el Adha), Mar. 24 (Good Friday), Mar. 26 (Easter), Mar. 27 (Easter Monday), *Apr. 11 (Moslem New Year), Apr. 21 (Ashura), May 1 (Labor Day), May 4 (Ascension Day), May 6 (Martyrs' Day), *June 20 (Mohammed's Birthday), Aug. 15 (Assumption Day), Nov. 1 (All Saints' Day), Nov. 22 (Independence Day), Dec. 25 (Christmas).

NEPAL—*Jan. 11 (Prithvi Javanti), *Feb. 14 (Ba sant Panchami), Feb. 19 (Democracy Day), Mar. 9 (Shivaratri), Mar. 25 (Holi), *Mar. 30 (Ram Nawam), *Apr. 13 (New Year's Day), *May 4 (Buddha Jayanti), June 11 (King Mahendra's Birthday), July 1 (King Tribhuwan's Birthday), *Aug. 30 (Janai Purnima), Sept. 7 (Krishna Jayanti), Oct. 15 (Ghatasthapana), *Oct. 20-28 (Dashain), *Nov. 13-14 (Thihar), Dec. 16 (Constitution Day).

PAKISTAN—Jan. 1 (New Year's), Jan. 6 (Jama Tulwida), *Jan. 12 (Id el Fitr), *Mar. 21 (Id el Adha), Mar. 23 (Pakistan Day), *Apr. 21 (Mukarram), *June 21 (Milad Un Nabi), Aug. 14 (Pakistan Independence Day), Sept. 11 (Quaid-I-Azam's Death Anniversary), Oct. 27 (Revolution Day), Dec. 25 (Christmas and Quaid-I-Azam's Birthday).

SAUDI ARABIA—*Jan. 13 (Id el Fitr), Mar. 22 (Arab League Day), *Mar. 23 (Id el Adha), *Apr. 11 (Moslem New Year), May 20 (Independence), *June 22 (Prophet's Birthday), Sept. 23 (Unification Day).

SYRIAN ARAB REPUBLIC—Jan. 1 (New Year's Day), *Jan. 13-15 (Id el Fitr), Feb. 22 (Unity Day), Mar. 8 (Revolution Day), *Mar. 23-25 (Id el Adha), *Mar. 26 (Easter), Apr. 17 (Evacuation Day), *Apr. 11 (Moslem New Year), *June 22 (Mohammed's Birthday), Dec. 25 (Christmas).

TURKEY—Jan. 1 (New Year's Day), Jan. 13-15 (Sugar Holiday), April 22-23 (National Sovereignty Day), May 1 (Spring Day), May 19 (Youth and Sports Day), May 27 (Freedom and Constitution Day), Aug. 30 (Victory Day), Oct. 29, 30 (Republic Day).

UNITED ARAB REPUBLIC—*Jan. 13 (Id el Fitr), *Mar. 22 (Id el Adha), *Apr. 11 (Moslem New Year), May 1 (Labor Day), June 18 (Evacuation Day), *June 20 (Mohammed's Birthday), July 23 (Revolution Day), *Dec. 3 (First Day of Ramadan).

YEMEN—*Jan. 13 (Id el Fitr), *Mar. 23 (Id el Adha), *Apr. 11 (Moslem New Year), *June 22 (Prophet's Birthday).

MANILA'S CHRISTMAS is a part of Philippine Christian cultural background in most of the islands.

Chances for export of consulting engineer services seen in some Central, South American countries

Two professional groups, organized by Consulting Engineers Council, report on markets in 11 countries visited in fall

Many of the Latin American countries offer opportunities for export of consulting engineering services, and U.S. engineering firms can succeed there—as evidenced by the continued presence of a number of such companies. Work can be obtained, however, only by a substantial investment of effort by U.S. firms' representatives in the various countries.

This is the appraisal of the market by two professional groups which last fall traveled to many of the Central and South American nations, evaluating the potential for engineering work and methods of obtaining and carrying it out.

Sponsored by the Consulting Engineers Council (national organization of engineers in private practice) and approved by the Commerce Department, an eight-member mission visited Central America and a seven-member mission visited South American countries. They conferred with representatives of the profession, both in and out of Government, and on university faculties. They met with planning groups, architects, and officials of international lending agencies.

After their return, each group summarized its conclusions, regionally and for each country visited. Here are the highlights, excerpted from their reports:

CENTRAL AMERICA

The mission to Central America visited Guatemala, Honduras, Nicaragua, Panama, Colombia and Mexico.

Opportunities for performing consulting engineering services in Central America by U.S. firms may be described as good. However, the work potential has the same problems as the promotion and obtaining of work in the United States, with several additional complexities—competition, language, personnel, distance and governmental variations.

The number of U.S. consultants with experience in Central America or actually performing services there now is relatively small. These firms have, in general, an excellent reputation with both the local governments and the various lending agencies. They have established associations with local engineers, and are well acquainted with the government officials. In most of the countries visited, it was necessary for the loan recipient to use foreign consultants because of the lending agencies' requirements. However, at least five firms in Colombia were considered by the World Bank to have sufficient capability without associating with foreign firms and the Highway Department of Nicaragua seemed capable of handling most, if not all, of the Nicaraguan highway program.

There is an intense campaign by European and Japanese engineers to not only perform engineering services but to promote the use of their respective manufactured equipment as well.

Spanish language capability is important in dealing with the Central American countries.

Associations or joint ventures with local engineers are an asset in being considered for, or obtaining, engineering work. The associations can be mutually profitable but the proper selection of a local engineer may prove to be one of the biggest problems encountered.

The distance factor presents problems in communications, in travel and expense time, and in logistical and coordination support by the home office.

Local governments, in some cases struggling with stability problems, have frequent personnel changes and are often unfamiliar with the problems of new firms coming to Latin America. As recipients of the loans, the local governments to a large degree control the success of an engineering project through their attitudes of cooperation, acceptance and overall planning and administration.

No local specialists

About 35 U.S. consulting engineers are working in Central America; some have been there for as long as eight years. About 50% of them have offices in the area in which they operate. The consultant is usually a specialist and sticks to his specialty.

The local engineers in each country visited seemed ambitious and knowledgeable; about 70-80% were educated in the U.S. A local engineer cannot afford to specialize in one field because volume is not sufficient. As a result most consulting engineers are engaged in broad general practice.

Many of the engineers are also contractors at this stage of their country's development, again due to the lack of projects and also the lack of contractors. Most of the engineering societies being formed, however, require that the engineer give up the practice of constructing his own projects.

The U.S. AID program is generally

CONSULTING ENGINEERS on mission to Central America were briefed at Commerce. L. to r., seated, Benjamin, Hastings, Krumm, Hallock; standing, Urla, de Laureal; not present, Kanareff, Kraynick.

CEC MISSION TO SOUTH AMERICA takes off to appraise the potential for engineer services there. L. to r., Regnier, Heney, Strachow, Praeger, Wahler, Clevenger; not present, Otto.

acceptable to these countries and they welcome U.S. consultants; a local engineer in a joint venture with a U.S. engineer provides a good team. They are eligible to submit proposals on AID projects which they couldn't always do if they were on their own.

The Mission had the opportunity to compare U.S. and foreign road construction costs, and also to look at some bid prices for laying 12″ pipe.

Feasibility studies conducted by a country generally indicate that purchase of U.S. equipment is too costly. German, Italian, French and Japanese equipment was seen at most projects visited. Most power plants, water plants, railroad cars, telephones, are of foreign make.

Many countries have six or seven studies on the same project by various engineers before they arrive at a decision.

Training for consultants

A U.S. consultant looking for projects in Central America should spend a few days in a "training ground" such as Washington, D.C., just to get ready for the negotiating he will do when he heads South. One can talk for hours to the head of a planning commission only to find out that this commission does not really have a say in the project.

The mission formed some definite plans for a consultant to follow in seeking work outside the United States:

► Form a joint venture with local engineers.

► Pick one specific project that you and the country are interested in and describe your interest in the project and why it will benefit the country. Enclose your qualifications and experience records, and you are sure to get an answer.

► Communicate with the banks, AID; list your firm in CEC's International Engineering Directory, which receives worldwide distribution.

► If you have a special service to offer, offer it to the U.S. consultant who is working overseas on a complex project. He may be a good highway man but not a bridge designer.

Country by country conclusions were as follows:

Guatemala. The potential for U.S. consultants to provide engineering services is considered good. Primary requirements are for highways, ports and harbors, and hydroelectric development. Problems indigenous to operations as a consultant in Guatemala are those common to all Central American efforts—the language barrier, time, and difficulties in obtaining prompt and accurate information. The highway program is the most critical.

Honduras. This country was the least developed of all the countries visited and appeared to have the greatest need for U.S. consulting services. The Stanford Research Institute has prepared an intensive developmental report on Honduras and U.S. consulting firms have prepared feasibility studies.

There is need for potable water and sewage treatment systems, adequate port facilities, improvement of the main highways serving the inland cities from the ports, hydroelectric power development, and farm-to-market roads. The hydroelectric power potential would appear to be a promising development prospect for U.S. firms because of the terrain and the abundance of inland waters.

Nicaragua. The Republic of Nicaragua presents only a limited potential for U.S. consulting engineers. The hydropower projects have been engineered by Electroconsult of Milan, Italy. The Nicaraguan Highway Department is reported to be virtually self-sufficient.

Thermal electric power plants are replete with all German equipment and were the design product of European engineers. Of interest to U.S. consulting engineers is a $4.5 million natural resources inventory financed by a loan from AID. The overall work plan is being prepared by a U.S. consultant after which the various segments of the plan will be studied by experts in the several fields.

In very long range planning is a modest expansion of the Nicaraguan National Railway which might present an opportunity for U.S. consultants. Port and harbor works do not seem to have a high priority, although some planning is being conducted by the Nicaraguan Government for a port north of the capital of Managua. Irrigation is assuming greater importance, especially south of Managua.

Panama. The Panamanian Government is involved in all engineering activities, the main projects being roads and power projects, and water and sewage systems. Because of this heavy government involvement in engineering, there is little prospect for U.S. engineering services at present.

Colombia. Engineering opportunities for the U.S. consultant are considered to be fair to poor as five local engineering firms are certified by the World Bank. One engineering firm has 150 engineers; however, if outside consultant service is required, Colombians prefer to retain the man rather than the firm. One project now underway has four men from four different firms doing a specific project

International convention planned for spring

The first joint convention of Consulting Engineers Council/USA and the International Federation of Consulting Engineers will be held in Washington, D.C. next spring.

Meeting in the Shoreham Hotel May 8-11, the two organizations will discuss prospects and problems related to their profession.

For additional information, write: Consulting Engineers Council, 1155 15th Street, N.W., Washington, D.C. 20005.

for the Colombian engineering firm. A second appraisal of Colombia, submitted by the South American mission, is reported below.

Mexico. The potential for U.S. engineering services in this country are not good. The mission was told that the Mexicans would be interested in a meeting of U.S. and Mexican engineering societies but that they had things well in hand as far as engineering projects and long range planning were concerned.

The Government pays for almost all college educations, but requires in return that graduates of the engineering school work for the Government for a specific length of time.

SOUTH AMERICA

The mission to South America was generally successful.

The advance arrangements enabled the members to confer with important representatives in each country on a basis of mutual prestige.

In most instances, the representatives of the engineering profession, both private and public, were outwardly confident of their own abilities to handle engineering work in the country, but recognized the comparatively advanced state of U.S. engineering.

For U.S. consultants, knowledge of the language, culture, and customs is vital. Local contacts are valuable and good local legal counsel is necessary.

Fees for foreign-financed projects are probably adequate for work done, but delays are common and payment is so slow that profits are likely to be affected. Fees for locally financed projects are generally low. Inflation is a constant threat and must be considered in contract negotiations.

The South American mission visited Venezuela, Argentina, Chile, Peru, Ecuador, and Colombia and made the following assessments in the various countries:

Venezuela. The mission believes that opportunities in Venezuela appear reasonably good. All planning which would affect engineering work is done by the Government. The country is U.S.-oriented and has good engineering capability. Only major work financed by foreign capital, which requires foreign engineers, is given to U.S. engineers. The engineering profession locally believes its capacity is sufficient to handle existing and future work. Top level planners in the Government are optimistic about work for both Venezuelan and U.S. engineers. There is likely to be considerable investment in industry in the future.

Argentina. Policies of the Government are changing at present, making it difficult to evaluate opportunities. Essentially all engineering in the country is done by the Government; an estimated 0.5% is done privately. A few engineering firms are working in Argentina on foreign-financed projects which require foreign engineers. The small private sector would welcome working with us but the government does not encourage engineering by foreigners unless required by the lending agencies. The mission believes there is little opportunity in Argentina, except for continuing work by established U.S. firms.

Consulting engineers go South

Participants in the two professional missions which last fall appraised markets in Latin America for the Consulting Engineers Council are listed below.

For Central America: James M. Hastings, Ketchum, Konkel, Ryan & Hastings, Denver; Alexander Kanareff, Alex Kanareff & Associates, North Olmsted, Ohio; Joseph L. Urla, Johnson & Anderson, Pontiac, Mich.; Arthur D. Benjamin, Consulting Engineers, New York; H. R. Hallock, Gannett, Fleming, Corddry & Carpenter, Harrisburg; Lawrence Kraynick, Whitman & Howard, Boston; Tahlman Krumm, Burgess & Niple, Columbus, Ohio; and W. David de Laureal, de Laureal Engineers, New Orleans.

For South America: Raymond C. Regnier, Whitman, Requardt & Associates, Baltimore; Michael M. Strachow, Johnson & Anderson, Pontiac, Mich.; Richard Q. Praeger, Praeger-Kavanagh-Waterbury, New York; Joseph E. Heney, Camp, Dresser & McKee, Boston; William A. Clevenger, Woodward-Clyde-Sherard & Associates, Denver; Carl W. Otto, Tudor Engineering Co., San Francisco; William A. Wahler, Soil Mechanics & Foundation Engineers, Palo Alto, Calif.

Chile. Long-term opportunity looks good in Chile. The Government, heavily involved in all engineering activities, has reforms in progress in practically all fields. Planned increases in agriculture will involve considerable engineering activity in irrigation.

Most of the Chileans believe that the national engineering capacity is sufficient to handle all engineering work in the country; but future growth and potential may enhance opportunities for U.S. firms.

Peru. Opportunities for increase in engineering export to Peru are moderately good. The present Government under President Belaunde, an architect, is generally construction minded. There appears to be good potential for economic development in the country. The National Planning Institute has many projects under study.

Private consulting engineering capability in the country is a new development. The consulting engineers would like to set up joint ventures with U.S. firms based on only minor participation by U.S. firms. Government officials would like to have the U.S. engineers assume major responsibility but do only a small portion of the work.

Ecuador. The mission believes there is good long-term potential for engineering work in Ecuador. Government activities were seen as less centralized than in any of the other South American countries visited. Emphasis is on agricultural development and power.

There is insufficient engineering capability in the country to handle the work, a problem that was seen as becoming worse. Few individual consultants and firms can qualify under the loaning agency requirements.

The mission concludes there is an urgent need for engineering assistance in Ecuador. Most engineers work part-time in a government agency, and spend part-time doing private consulting or teaching at the University.

Colombia. Of the countries visited in South America, Colombia appears to be the most highly developed in private engineering. Most of the engineers are capable, and are candid in recognizing need for outside assistance in areas where they lack specific experience.

Two Colombian firms are certified by the World Bank and three combinations of Colombian and foreign firms are certified. A large amount of engineering work is planned for Colombia but the capability to handle this work within the country is good. In general, the mission believes that the opportunities to develop major additional engineering export to Colombia by U.S. engineers are only moderately good. This conclusion parallels that reached by the Central American mission, which also visited Colombia.

The Consulting Engineers Council, with offices in Washington, D.C., is comprised of more than 1,700 consulting engineering firms with more than 30,000 engineers and engineering technicians engaged in virtually every field of engineering practice.

Marine paint, instrument export win 'E' awards in Md., Conn.

Baltimore Copper Paint Co. supplies commercial, pleasure boats; Ramar Sales Agency of Norwalk is active in 80 countries

The Presidential "E" award for exporting excellence has been awarded to Ramar Sales Agency, a Norwalk, Conn. combination export-management firm specializing in marine instruments and supplies, and to the Baltimore Copper Paint Co., manufacturers of marine paints.

Ramar Sales has widened its marketing activities to some 80 countries through establishment of a worldwide distribution system, astute use of multi-lingual advertising and participation in foreign trade fairs and exhibitions.

The agency was formed in 1950 to assist manufacturers in selling their products overseas more economically than they could if they maintained individual export departments.

Among the products promoted overseas by Ramar are: office supplies; marine instruments, toilets, hardware and distress signals; automatic pilots and alarms; boarding ladders and helmsman seats; boat trailers; fishing rods; boating accessories; bilge pumps and water pressure systems; windshields; searchlights; life jackets; and water skis.

Ramar has introduced some products in countries where they were previously unknown.

For example, one client printed baby and wedding memento books. Inquiries in South and Central America, France and French possessions revealed a market for these books in Spanish and French. Ramar advised their client, who began production and entered a new export market.

After determining what was required to meet the specific needs of pleasure boat owners in different geographical areas overseas, Ramar made recommendations to modify clients' products so they could compete effectively with those produced in Europe.

One firm developed a line of marine speedometers, tachometers and compasses of advanced styling, high quality standards and competitive prices which enabled them to become a major competitor in overseas markets.

Speedometers for U.S. use are calibrated in miles-per-hour. On Ramar's suggestion, the client created a line calibrated in kilometers and knots to meet foreign specifications.

Ramar advised another supplier to produce a low-priced boarding ladder and helmsman seat which compete effectively with those produced in England, France and Germany.

In some major markets where marine instruments are produced, Ramar has introduced and developed the sale of similar instruments and supplies for pleasure craft at prices lower than those quoted by local manufacturers.

Through cooperation with Ramar agents overseas, clients are displaying their products at boat shows and trade fairs throughout the world.

Ramar officials, including President Raymond J. Valle, travel abroad frequently and together with the overseas agents call on customers to exchange the latest technical information and to keep abreast of market requirements. Ramar executives are multi-lingual and converse with buyers in many countries visited in their own languages.

Commerce helped

Company officials work closely with international trade specialists at the U.S. Department of Commerce Hartford Field Office, and use the services of U.S. commercial offices abroad, which are apprised in advance of forthcoming visits and make advance arrangements.

Ramar has been successful in obtaining from Pan American World Airways commodity rates which make it possible for manufacturers to ship as economically by air cargo as by steamer, and provide delivery within three or four days from date of shipment instead of six to eight weeks, as when shipped by steamer.

Ramar also developed new packing methods which enable them to save 50% in freight charges, thus making it possible to compete successfully with European manufacturers.

Ramar's income from export activities has more than doubled in the past four years.

The "E" award was presented to Ramar president Raymond J. Valle by U.S. Representative Donald J. Irwin.

The Baltimore Copper Paint Co. has increased its exports through market research, liberal credit terms, judicious licensing arrangements, improved product quality and prompt delivery.

The manufacturing and sales activities of the Baltimore company comprise two principal areas: supply of all types of coating to commercial vessels and manufacture and merchandising of paints for the pleasure and fishing boat industries.

"E" AWARD PRESENTATION honored Ramar Sales Agency of Norwalk, Conn. Shown, left to right, are James Kelley, director of the Dept. of Commerce's Hartford Field Office, Raymond Valle, Ramar president, U.S. Repr. Donald J. Irwin, from the Conn. 4th District, and Norwalk Mayor Frank N. Zullo.

The company manufactures marine and metallic paints, varnishes, stains, wood fillers and sealers, paint and varnish removers, and caulking compounds.

The Baltimore firm, which is approaching its centennial, derived its name from its first product—an antifouling coating for wooden sailing merchantmen.

The company is the representative, manufacturer and supplier for Jotun Fabrikker, the largest marine paint manufacturer in Norway; Societa Italiana Colori e Vernici, an Italian company influential with Italian shipping; and Camrex, the largest independently-owned marine paint company in the United Kingdom. A Sydney, Australia, company is licensed by formal agreement to manufacture and distribute Baltimore Copper Paint Co. products throughout Australia, New Zealand, Malaya and the Fiji Islands. Baltimore Copper Paint Co. receives a percentage of their profits in the form of royalties.

These relationships were established through exchange of technical information, development of mutual confidence, and affinity with the foreign companies. This action, together with repeated personal sales contacts in these countries, has resulted in the steady rise in this portion of steamship business.

Research benefits

Market research, consisting of case studies and analysis of journals in the commercial steamship, yacht, pleasure boat and industrial coatings fields, has yielded new markets. Affiliates in Norway and the United Kingdom advise of technical developments in the coating field and also investigate new coating markets as they develop. Careful study of the outlets for American pleasure boats and components often leads to potential distributors and agents for yacht paints.

A liberal approach toward credit terms has enabled Baltimore Copper Paint to initiate and increase markets in many areas. Through open-credit terms of as long as eight months they have sustained business relations in countries where political instability brought economic stress.

Company policy is to switch over as soon as possible from a sight draft/letter of credit basis to open-account terms.

In the years following World War II Baltimore Copper Paint observed that any expansion in the sale of heavy-duty steamship paint would have to be to foreign-owned and based companies, because the level of American tonnage was declining from peak post-war years. The company singled out Norwegian, Italian and British ships as those of particular potential and interest.

BALTIMORE COPPER PAINT CO. president Oliver H. Reeder (c.) accepts the "E" award from the Honorable Edward A. Garmatz (r.), U.S. Representative from the Third Maryland Congressional District. At left is Carroll F. Hopkins, director of the Dept. of Commerce's Baltimore Field Office.

Baltimore Copper Paint's ability to deliver to foreign-flag vessels when and where required has been particularly beneficial. The foreign suppliers of these vessels had been able to ship duty free, in bond, to U.S. ports where these ships were docked. This impeded the efforts of the U.S. companies to obtain the business. Baltimore Copper Paint was able to surmount this obstacle by selling the concept and exemplifying the practice that more satisfactory, complete and personalized deliveries could be effected by establishing them as supplier.

Special packaging in wooden cases has been devised for destinations constituting extreme hardships to regular containers.

By checking competitive standards and prices, Baltimore Copper Paint has discovered that the initial high U.S. cost is more than offset by quality control, attractive packaging, point-of-sale signs and displays and responsive service, such as answering technical questions promptly and acknowledging orders immediately with promised date of shipment.

The growth of the pleasure boat industry following the war has provided a wider market for Baltimore Copper Paint products. The growing popularity of American boats and components throughout the world has encouraged the company to seek both the manufacturers' trade and retail sales for their yacht paints.

Baltimore Copper Paint's exports have increased by 160% in the past three years, with the percentage of total sales doubling. They are exporting on a percentage basis of sales nearly nine times as much as the industry as a whole. Income from licensing agreements has increased by more than 500%.

Baltimore Copper Paint has advertised in trade publications such as *Boating Industry*, which has an extensive international readership, and has printed brochures in several foreign languages. Such advertisements emphasize both the latest developments in coatings and the service aspects and responsiveness of the supplier.

Leads which are initiated in this manner are then pursued through active sales correspondence and frequent personal visits, after financial screening by such credit firms as Dun & Bradstreet, and the U.S. Department of Commerce Field Reports. Local foreign distributors are then encouraged to initiate advertising to increase local distribution of the product.

The trade name Regatta was chosen for pleasure boat products because its meaning and spelling are similar in various languages.

Presenting the "E" award to company president Oliver H. Reeder on behalf of Secretary Connor was U.S. Representative Edward A. Garmatz.

New international publication using Commerce export data matches U.S. seller, foreign buyer

Product News International, joint enterprise that includes American Express, provides world-wide marketing service

A new international marketing service, featuring world-wide distribution of U.S. product news through a controlled circulation publication along with a central computer service to process and evaluate inquiries for U.S. manufacturers, has just been launched by PNI Publishing Co., Inc., an affiliate of the American Express Co., Inc., and the Haire Publishing Co.

The publishers of the bi-monthly *Product News International* used the Department of Commerce's market share tables to identify U.S. products most heavily exported to the major industrial countries. This served as a sort of editorial blueprint for the contents of the publication. The publishers then went to the Dun & Bradstreet files to identify specific manufacturers.

World readership

The initial free, controlled circulation overseas was built by matching SIC numbers of foreign prospective customers in some 80 countries and U.S. producers.

The PNI publishers made use of the Department of Commerce trade lists and World Trade Directory Reports and worked with commercial officers in U.S. embassies and consulates.

Within four weeks of publication, 1165 product inquiries were received from readers about the U.S. goods announced for sale. The inquiries were sent to a computer center in Amsterdam, where they were evaluated and then sped to the advertiser, who is pledged to a prompt reply.

Advertiser standards

PNI's circulation list has been screened to include only overseas firms with substantial sales volume. The U.S. advertisers must meet several standards in addition to those mentioned above. These include financial status, percentage of exports in total sales, a minimum annual sales volume of $1 million, and assurance that export requests can be met from current production. At present there is concentrated attention to advanced manufacturing industries, mining, construction and public utilities.

Describing the publication's emphasis on matching sellers and buyers, A. Elliot Lawes, Director of the Export Marketing Service of the "E" award-winning American Express Co., Inc. and Vice President of PNI, said, "The evaluated inquiry provides advertisers for the first time with four points of immediate information: the name and address of a potential customer, his degree of interest —whether he just wants literature or is considering purchase, his type of business and his financial strength."

Free marketing survey

Each advertiser has access to more extensive information about the most promising of these evaluated inquiries through a personal contact marketing survey by the Export Marketing Service. He is entitled to one free survey for each unit of advertisement purchased in *Product News International*. Additional surveys will be conducted for a fee.

The personal contact survey is a combination of personal interviews by Export Marketing Service representatives and use of background information in their files. It provides such answers as the apparent potential for the manufacturer's product, the competition from the customer's present suppliers, the kind of delivery and distribution costs involved, and terms of payment competitive suppliers are offering.

Service's purpose

Information received from the market surveys will enable U.S. manufacturers to quote realistic landed prices to overseas buyers, and guide them in meeting competitive credit terms of overseas manufacturers.

Export Marketing Service will also supply guidance in import restrictions, tariffs, foreign exchange, distribution costs, financing, overseas sales, meetings with foreign prospects and other areas.

Connor sees balance of payments as top 1967 trade issue

Looks to more moderate growth in demand to slow import rise

In his annual message on the economic outlook for the coming year, Secretary of Commerce John T. Connor predicted that the balance of payments problem will continue to dominate the U.S. foreign trade picture during 1967.

"During 1966, our merchandise trade surplus continued to shrink as imports rose much more rapidly than exports. Moreover, our military expenditures abroad increased," the Secretary said. "Travel expenditures abroad by a record number of American tourists were a continuing drain on our payments position. This was offset in part, however, by a better balance in capital movements.

"A more moderate growth in domestic demand in 1967 should bring about a smaller rise in imports and should give American businessmen fresh incentives to step up their exports," he said.

Details in report

The Office of Business Economics, in a report which accompanied the Secretary's statement, supplied some details.

The large rise in domestic demand for consumer and capital goods, the pressures to meet delivery schedules on military contracts, and the capacity limitations of domestic industry led to an increase of over $4 billion in merchandise imports during 1966, or 20%. Merchandise exports, excluding military shipments, rose about $3 billion or nearly 12%.

Travel expenditures abroad rose by about $250 million, but receipts from foreign travelers in the United States accelerated, and rose by nearly $200 million.

Income on direct investments increased about $150 million, only half the increase of the year before, and considerably less than the longer run trend.

The balance on all goods and services (excluding exports under military grants) declined, from nearly $7 billion in 1965 to about $5.3 billion in 1966.

The outflow of U.S. capital in 1966 (excluding the reinvestment of funds borrowed abroad by U.S. corporations) is estimated at about $3 billion as compared with $3.5 billion in 1965.

CHECK LIST

This listing of international business publications appears in this magazine twice each year, in January and July. Data in the publications of the Bureau of International Commerce are obtained from some 280 United States Foreign Service posts throughout the world and are analyzed and supplemented by specialists in the U.S. Department of Commerce.

The U.S. Department of Commerce publications noted in this checklist are available from the Commerce Department's Publication Sales and Distribution Branch of the Office of Administrative Services, Washington, D.C. 20230, or from any of the Department of Commerce Field Offices. Those of the Department's publications that are available also from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, are so indicated.

Certain publications, such as the *International Customs Journals, Economic Summaries, Foreign Market Surveys,* and the *Market Share Reports* should be ordered from the Department of Commerce Clearinghouse, Springfield, Virginia 22151. Be sure to include title and DIB number when ordering from the Clearinghouse and make checks payable to National Bureau of Standards, CFSTI. A special catalogue of all *Market Share Reports* may be obtained without charge by writing any Commerce Field Office.

Instructions for obtaining U.S. Department of Labor books and reports listed in this CHECKLIST will be found in that section.

International Commerce

☐ INTERNATIONAL COMMERCE is the principal periodical published in the international affairs area of the U.S. Department of Commerce. A weekly news magazine, it offers authoritative and concise international marketing information and reports demonstrating and explaining potential advantages to American businessmen in profitable international sales of U.S. products.

Carries feature articles on significant developments in the U.S. export trade expansion and other programs, reviews the accomplishments of U.S. trade mission, analyzes U.S. and foreign trade, and reports on outstanding activities of such organizations as GATT, the Common Market, Eximbank, the World Bank, and ECSC. Annual subscription: $16 ($5 additional for foreign mailing). Make remittance payable to the Superintendent of Documents and mail either to a Department of Commerce Field Office or to the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C., 20402. Single copy, 35¢. Sample copy free.

Overseas Business Reports

(Formerly World Trade Information Service)

☐ OVERSEAS BUSINESS REPORTS (OBR's) provide basic, authoritative information for exporters, importers, investors, manufacturers, researchers, and others concerned with international trade and economic conditions.

The data are presented on specific countries by both the Bureau of International Commerce and the Business and Defense Services Administration of the U.S. Department of Commerce.

OBR's are available through U.S. Department of Commerce Field Offices or the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, for 15¢ a copy. The yearly price of OBR's is $13, and the additional foreign mailing fee is $5.

Commerce Business Daily

☐ COMMERCE BUSINESS DAILY offers a daily synopsis of U.S. Government proposed procurement, subcontracting leads, contract awards, sales of surplus property, and foreign business opportunities, $15 a year, $57 airmail delivery within the United States. Order from any Department of Commerce Field Office, or from Supt. of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Books and Pamphlets

☐ COMPREHENSIVE EXPORT SCHEDULE. Covers U.S. export control regulations and policies, contains instructions, interpretations, and explanatory material. Published annually in looseleaf form and kept up to date with supplementary CURRENT EXPORT BULLETINS included in each subscription. Annual subscription $7 ($2 additional for foreign mailing). Airmail service available only to domestic subscribers, $4 additional. Single copies of a CURRENT EXPORT BULLETIN, 25¢. Available from Department of Commerce and its Field Offices.

☐ EXPORT CONTROL. Quarterly report. Details licensing operations and actual shipments of commodities and security export conditions. 25¢ each. Available from Superintendent of Documents, U.S. Government Printing Office, Washington D.C. 20402 and Department of Commerce Field Offices.

☐ EXPORT CONTROL, THE CARRIER'S ROLE. This handbook summarizes the principal provisions of U.S. export control regulations affecting the operations of the U.S. and foreign-flag carriers—water, land, and air, 1965. 16 pp. Free. Available from the U.S. Department of Commerce, Office of Export Control, Washington, D.C., 20230.

☐ EXPORT LICENSES APPROVED AND REEXPORTATIONS AUTHORIZED. A daily list setting forth the commodity description, dollar value, and country of ultimate destination for each export license issued and for each

amendment to a license which increases the dollar value of an outstanding license and for each reexportation authorized. $37.50 a year, beginning when remittance received. Make remittance to U.S. Department of Commerce. Available at any Field Office or the Office of Administrative Operations, U.S. Department of Commerce, Washington. D.C., 20230.

☐ ELECTRIC CURRENT ABROAD. Lists, for the benefit of manufacturers and exporters, the types, phases, cycles, and voltages of electric current available in the principal cities of the world. Covers primarily current for domestic use, but includes some information on industrial power. 1963. 75 pp. 30¢ Available from Superintendent of Documents, U.S. Government Printing Office, Washington, D.C., 20402.

☐ EXPORT PROFITS. A brochure describing low-cost marketing aids and services for higher export profits. Available from any of the U.S. Department of Commerce Field Offices. 1966. 8 pp. Free.

☐ FOREIGN-TRADE ZONES BOARD 27th ANNUAL REPORT. Contains review of fiscal '65 events with the Foreign-Trade Zones Board and with the foreign-trade zones at New York, New Orleans, San Francisco, Seattle, Mayaguez, and Toledo. 1966. 25¢. Available from Superintendent of Documents, Washington, D.C., 20402.

☐ FOREIGN TRADE ZONES IN THE UNITED STATES, REGULATIONS AND OTHER INFORMATION. Contains, in addition to explanatory notes, the text of the Foreign-Trade Zones Act as amended, Executive Order 7104, Foreign-Trade Zones Board regulations, and Bureau of Customs regulations pertinent to foreign-trade zones. 1966. 80 pp. 35¢. Available from the Superintendent of Documents, Washington, D.C., 20402.

☐ GATT GENERAL AGREEMENT ON TARIFFS AND TRADE. Describes the GATT and how it works as a means of opening doors abroad to the export of U.S. products through tariff reduction, elimination of non-tariff barriers, and the removal of other obstacles between the United States and 57 free-world countries. 1964. 16 pp. 25¢. Available from Superintendent of Documents, Washington, D.C., 20402.

☐ INDUSTRY ORGANIZED TRADE MISSIONS OVERSEAS. Tells how U.S. business may obtain help from the Department of Commerce in developing new markets overseas and what standards are required for Government sponsorship. 1965. 12 pp. 15¢. Available from the Superintendent of Documents, Washington, D.C., 20402.

☐ PROFITABLE SALES IN U.S. TRADE CENTERS OVERSEAS. Describes how U.S. Trade Centers overseas may be utilized by American businessmen to increase sales in foreign markets. 1964. 20 pp. 15¢. Available from Superintendent of Documents, Washington, D.C., 20402.

☐ THE PIGGYBACK PROGRAM, Cooperative exporting. Describes the "Piggyback" marketing technique which enables companies with no foreign ties to sell their products through companies already well established in overseas markets. 1966. 16 pp. 15¢. Available from Supt. of Documents, Washington, D.C., 20402.

☐ SAMPLE DISPLAY SERVICE. Tells how a U.S. firm can find agents or distributors abroad by displaying its products in U.S. Embassy showrooms in Bangkok, Beirut, Manila, and Nairobi for 30 days. A new U.S. Department of Commerce export promotion program. 1966. 8 pp. 10¢. Available from Superintendent of Documents, Washington, D.C., 20402.

☐ SELLING AROUND THE WORLD—HOW COMMERCE HELPS. Describes how the organizations in the U.S. Department of Commerce serve the international business community. Revised 1965. 24 pp. 15¢. Available from Superintendent of Documents, Washington, D.C., 20402.

☐ SOURCES OF INFORMATION ON AMERICAN FIRMS FOR INTERNATIONAL BUYERS. A guide to the principal sources of commercial information on U.S. firms. Revised edition. 1966. 26 pp. 15¢. Superintendent of Documents, Washington, D.C., 20402.

The Market Series

THE MARKET SERIES handbooks are designed to provide a current evaluation of the nature and scope of a country's market, describing the present import pattern, distribution facilities, and trade practices, as well as an analysis of the market for selected commodities.

Make remittance payable to the Superintendent of Documents and mail either to a Department of Commerce Field Office or to the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C., 20402.

☐ *AFRICA: SALES FRONTIER FOR U.S. BUSINESS.* 1963. 121 pp. $1.

☐ *BELGIUM, A MARKET FOR U.S. PRODUCTS.* 1963. 60 pp. 45¢.

☐ *CHILE: A MARKET FOR U.S. PRODUCTS.* 1966. 126 pp. 65¢.

☐ *TRADE AND INVEST IN CENTRAL AMERICA.* 1965. 60¢.

☐ *EAST AFRICA, A MARKET FOR U.S. PRODUCTS IN KENYA, UGANDA, TANZANIA.* 1966. 78 pp. 65¢.

☐ *HONG KONG, A MARKET FOR U.S. PRODUCTS.* 1964. 122 pp. $1.

☐ *IRAN, A MARKET FOR U.S. PRODUCTS.* 1966. 50 pp. 50¢.

☐ *IVORY COAST, MARKET FOR U.S. PRODUCTS.* 1966. 87 pp. 65¢.

☐ *LIBERIA, A MARKET FOR U.S. PRODUCTS.* 1965. 40 pp. 35¢.

☐ *LIBYA, A MARKET FOR U.S. PRODUCTS.* 1962. 65 pp. 50¢ (Available only from Commerce Dept.)

☐ *MEXICO: A MARKET FOR U.S. PRODUCTS.* 1966. 65 pp. 50¢.

☐ *MOROCCO, A MARKET FOR U.S. PRODUCTS.* 1964. 64 pp. 40¢. (Available only from Commerce Dept.)

☐ *NIGERIA, A MARKET FOR U.S. PRODUCTS.* 1964. 72 pp. 50¢.

☐ *PERU, MARKET FOR U.S. PRODUCTS.* 1961. 62 pp. 40¢.

☐ *PHILIPPINES, A MARKET FOR U.S. PRODUCTS.* 1965. 76 pp. 55¢.

☐ *SAUDI ARABIA, A MARKET FOR U.S. PRODUCTS.* 1962. 44 pp. 40¢.

☐ *SUDAN, A MARKET FOR U.S. PRODUCTS.* 1962. 47 pp. 40¢.

☐ *THAILAND, MARKET FOR U.S. PRODUCTS.* 1962. 92 pp. 55¢.

☐ *VENEZUELA, A MARKET FOR U.S. PRODUCTS.* 1964. 65 pp. 50¢.

Export Market Guides

Background data to sales throughout the world, by country and by product. Prepared in advance of trade center shows, trade fairs, and exhibitions to assist U.S. businessmen planning to participate. Provide description of markets, sales opportunities, demand for items on sale, international competition, sales approach, expected attendance and sales and technical requirements, 4 or 8 pages. 10¢ each. For sale by U.S. Department of Commerce. Publication Sales and Distribution Branch of the Office of Administrative Services, Washington, D.C., 20230.

Central American Common Market:

- ☐ Farm machinery and equipment.

France:

- ☐ Packaging equipment and materials.
- ☐ Institutional equipment.

Germany:

- ☐ Materials handling equipment.
- ☐ Document processing equipment.
- ☐ Oceanographic equipment.
- ☐ Environmental test equipment.
- ☐ "Plastics U.S.A."
- ☐ Medical and hospital equipment.
- ☐ Gas appliance and ancillary equipment.
- ☐ Air conditioning & refrigeration systems.
- ☐ International dairy machines.
- ☐ International hospital equipment.
- ☐ Home maintenance and improvements.
- ☐ Nuclear instruments.
- ☐ Equipment, components and controls used in all phases of air conditioning.
- ☐ Catering equipment.
- ☐ Welding and cutting equipment.
- ☐ Plant maintenance equipment.
- ☐ Food processing, packaging machinery and related machinery and related machinery.
- ☐ Meat processing, packaging, and slaughtering equipment.

Hong Kong, British Crown Colony:

- ☐ U.S. light industrial machinery.

Italy:

- ☐ Printing and bindery equipment.
- ☐ Heating, ventilating, air-conditioning equipment.
- ☐ Advanced electronic components.
- ☐ Laboratory apparatus, analytical and test instrumentation.
- ☐ Production equipment for the electronics industries.
- ☐ Metal finishing equipment.
- ☐ Food processing equipment.
- ☐ Boating accessories.
- ☐ Industrial fasteners, assembly tools, and production equipment.
- ☐ Packing and packaging machinery.
- ☐ Electric, electronic, and mechanical control devices.
- ☐ Catering equipment.
- ☐ Electronic computers.

Japan:

- ☐ Industrial hand tools.
- ☐ Specialized electronic systems and instrumentation.
- ☐ Self-service and supermarket equipment.
- ☐ Electronics.
- ☐ Equipment for the aviation industry.
- ☐ Paper, film conversion equipment.
- ☐ Specialized machine tool accessories.
- ☐ Specialized industrial modernization equipment.
- ☐ New building materials.
- ☐ Advanced industrial fasteners.
- ☐ Animal husbandry equipment, accessories and materials.
- ☐ Automatic wrapping and packaging machines and equipment.
- ☐ Metal finishing equipment.
- ☐ Pumps and compressors.

Libya:

- ☐ Building, servicing, and farm equipment.

Malaysia:

- ☐ Metalworking machines and equipment.

Mexico:

☐ Scientific and industrial instruments.

Netherlands:

☐ Food processing and packaging equipment.
☐ Gas appliances and related products.

Scandinavia:

☐ Institutional catering equipment.
☐ Photographic products.

Singapore:

☐ *Market Factors in Singapore.* Basic data on sale of goods in Singapore; scope and nature of the market, economic development, competition, market for selected commodities and services. 11 tables. 1965. 19 pp. mimeographed. 25¢

Southeast Asia:

☐ Audio-visual and teaching aids equipment.

Spain:

☐ U.S. industrial and commercial refrigeration equipment.

Sweden:

☐ Dairy, food processing and packaging equipment.
☐ Welding and cutting equipment.
☐ Plant and equipment maintenance.
☐ Lifting, loading, conveying equipment.

Switzerland:

☐ Industrial electronic equipment.

Thailand:

☐ Agricultural machinery and equipment.
☐ Business machines, office equipment.
☐ Mining equipment and general safety equipment.
☐ Air conditioning and refrigeration equipment.
☐ Hotel, restaurant, and institutional catering equipment.

United Kingdom:

☐ Welding equipment and supplies.
☐ Machine tools, numerical controls, testing equipment.
☐ Electrical control equipment.
☐ Animal husbandry equipment.
☐ Protective signaling equipment.
☐ Instruments, electronics, automation.
☐ Scientific instrument and laboratory apparatus.
☐ Non-destructive testing and measuring apparatus.
☐ Advanced industrial fasteners, applicators, fastener producing machines.
☐ Hotel and catering equipment.

Venezuela:

☐ U.S. metalworking tools.
☐ Automotive service repair and maintenance equipment.

Trade Missions Reports

Opportunities for U.S. trade with countries that are visited by U.S. Trade Missions are noted in the following reports. For sale by the U.S. Department of Commerce and its Field Offices or from the Superintendent of Documents, GPO, except as indicated.

☐ AUSTRALIA, SELLING TO. 1964. 36 pp. 30¢.

☐ AUSTRIA, EXPORT TO. 1963. 20 pp. 20¢.

☐ EAST AFRICA—DO BUSINESS IN KENYA, TANGANYIKA, UGANDA. 1963. 49 pp. 35¢.

☐ GERMANY, EXPORT TO. 1964. 24 pp. 25¢.

☐ GREECE, DOING BUSINESS IN. 1963. 24 pp. 25¢.
Order from Department of Commerce.

☐ HONG KONG, TRADE WITH. 1963. 22 pp. 20¢.

☐ ITALY, INDUSTRY AND OPPORTUNITY IN. 1963. 32 pp. 25¢.
Order from Department of Commerce.

☐ KENYA, TANGANYIKA, UGANDA, DO BUSINESS IN. 49 pp. 1963. 35¢.

☐ MALAYSIA, TRADE WITH. 1963. 36 pp. 25¢.

☐ NEW ZEALAND, SELLING TO, 1964. 32 pp. 25¢.

☐ SPAIN, DOING BUSINESS IN. 1963. 35 pp. 25¢.
Order from Department of Commerce.

☐ SWITZERLAND, SELL U.S. GOODS IN. 1963. 24 pp. 20¢.

☐ VENEZUELA, TRADE WITH. 1964. 29 pp. 25¢.

The following Trade Mission Reports appeared in special issues of INTERNATIONAL COMMERCE, and are for sale by Superintendent of Documents, Washington, D.C., 20402, at 35¢ per copy.

☐ BULGARIA, HUNGARY, INTERNATIONAL COMMERCE, December 5, 1966.

☐ CARIBBEAN: GUYANA, SURINAM, NETHERLANDS ANTILLES, INTERNATIONAL COMMERCE, June 13, 1966.

☐ CENTRAL AMERICA, INTERNATIONAL COMMERCE, September 14, 1964.

☐ COLOMBIA, INTERNATIONAL COMMERCE, August 30, 1965.

☐ ETHIOPIA, SUDAN, AND SOMALIA, INTERNATIONAL COMMERCE, December 20, 1965.

☐ INDIA, INTERNATIONAL COMMERCE, April 26, 1965.

☐ IRAN AND AFGHANISTAN, INTERNATIONAL COMMERCE, May 30, 1966.

☐ IRAQ, KUWAIT, AND LEBANON, INTERNATIONAL COMMERCE, June 14, 1965.

☐ MALAYSIA AND HONG KONG, INTERNATIONAL COMMERCE, January 17, 1966.

☐ PHILIPPINES, INTERNATIONAL COMMERCE, April 19, 1965.

☐ ROMANIA AND POLAND, INTERNATIONAL COMMERCE, November 15, 1965.

☐ SAUDI ARABIA, INTERNATIONAL COMMERCE, April 11, 1966.

☐ SPAIN, INTERNATIONAL COMMERCE, January 4, 1965.

☐ TAIWAN, INTERNATIONAL COMMERCE, May 24, 1965.

☐ THAILAND, INTERNATIONAL COMMERCE, May 31, 1965.

☐ YUGOSLAVIA, INTERNATIONAL COMMERCE, December 7, 1964.

Trade Lists

TRADE LISTS. These are available to help U.S. firms find customers, agents, distributors, licensees and sources of supply abroad. Each list gives names and addresses of firms handling a specific commodity in one foreign country. Each list also contains a summary of basic trade and industry data, including a brief analysis of foreign trade in the commodity covered, government regulations affecting trade, and other useful information.

Lists of importers and dealers indicate relative size of each firm, method of operation, products handled, territory covered and size of sales force. Lists of exporters and manufacturers show relative size or production capacity of each firm and the products handled. Available for $1 per country for each commodity classification from any Department of Commerce Field Office or from the Bureau of International Commerce, Commercial Intelligence Division, Washington, D.C., 20230.

Trade lists are compiled by commodity for individual countries. Lists generally are available in the following classifications for the first group of countries shown below. The number of commodity classifications made available for any particular country is based upon the established channels of trade and actual or potential commerce in the merchandise covered: Key: A—Agents; D—Dealers or Distributors; E—Exporters; I—Importers; M—Manufacturers; P—Producers; R—Refiners.

Air-Conditioning & Refrigeration Equipment—ID&M
Aircraft & Aeronautical Equipment—I&D
American Firms, Subsidiaries & Affiliates
Architects, Builders, Contractors & Engineers
Automotive Vehicles & Equipment—I&D
Beverages, Alcoholic—I&D
Boat & Ship Builders, Repairers & Chandlers
Books, Magazines & Periodicals—I&D
Boots & Shoes—I&D
Canneries & Frozen Foods—P&E
Chemicals—I&D
Clothing—M
Coal, Coke & Fuel—I&D
Confectionery—ID&M
Cooperage & Containers—I&D
Curios, Novelties & Handicrafts—M&E
Dairy Products
Dental Supply Houses
Dry Goods & Clothing—I&D
Electronic Equipment for Home Entertainment, Phono Records & Pre-Recorded Tapes—ID&M
Electronic Equipment, Electron Tubes & Other Electronic Components & Accessories—ID&M
Feedstuffs—ID&M
Fertilizers—IDM&E
Fruits & Nuts—ID&E
Furniture—I&D
Glass & Glassware—ID&M; Chinaware & Household Pottery Products—I&D
Hardware—I&D
Hides, Skins & Furs—ID&E
Household Appliances—I&D
Instruments, Medical, Surgical, Hospital, Scientific & Process—ID&M
Iron & Steel, Nonferrous Metals & Building Materials—I&D
Jewelry, Silverware, Timepieces & Giftware—I&D
Laundry & Dry Cleaning Industry
Leather & Shoe Findings—I&D
Lumber, Plywoods & Veneer—IA&E
Machine Tools, Dies, Other Metalworking Machinery & Industrial Furnaces—I&D
Machinery, Equipment & Supplies Electrical—I&D
Machinery & Equipment, Except Electrical—I&D
Machinery & Equipment, Farm—ID&M
Meat Packing, Sausage & Casings
Medicinal & Toilet Preparations—ID&M
Metallurgical & Metal Working Plants
Mining Companies & Exporters of Ores
Musical Instruments—I&D
Office Supplies & Equipment, Paper & Stationery—I&D
Oils (Animal, Fish & Vegetable)—IDPR&E
Paints, Varnishes & Pigments—ID&M
Petroleum Products—IDP&R
Photographic Supplies Dealers & Photographers
Plastics Materials—ID&M
Printers, Lithographers, Engravers & Publishers
Provisions—I&D
Pulp & Paper Mills
Seeds & Bulbs—ID&E
Sporting Goods, Toys & Games—I&D
Textile Industry
Tobacco & Tobacco Products—ID&M
Vending Machines—I&D

Countries for which lists are available:

Commodity Lists

Algeria
Argentina
Australia
Austria
Belgium
Bolivia
Brazil
Ceylon
Chile
Colombia
Costa Rica
France
Denmark
Ecuador
El Salvador
Finland
France
Germany, Federal Republic of & West Berlin
Greece
Guatemala
Haiti
Honduras
Hong Kong
India
Iran
Iraq
Israel
Italy
Jamaica
Japan
Lebanon
Malaysia
Mexico
Morocco
Netherlands
Neth. Antilles
New Zealand
Nicaragua
Norway
Pakistan
Panama
Peru
Philippines
Portugal
Spain
South Africa
Spain
Sweden
Switzerland
Syria
Thailand
Trinidad
Tunisia
Turkey
United Arab Rep.
United Kingdom
Uruguay
Venezuela

Instead of separate commodity lists, single lists covering all types of firms are compiled for smaller countries and areas where trade is not specialized, as follows:

Business Firms Lists

Aden
Afghanistan
Angola
Azores
Bahamas
Bahrein Islands
Barbados
Bermuda
Burundi
Cameroon
Cape Verde Islands
Central African Republic
Chad
Congo, Republic of (Brazzaville)
Congo, Republic of the (Kinshasa)
Corsica
Cyprus
Dahomey
Ethiopia
French Somaliland
Gambia
Ghana
Gibraltar
Guadeloupe, Martinique and French Guiana
Guiana, British (Guyana)
Guinea, Portuguese
Honduras, British
Iceland
Indonesia
Ireland
Ivory Coast
Jordan
Kenya
Korea
Kuwait
Liberia
Libya
Luxembourg
Madeira Islands
Malagasy Republic
Malawi
Mali
Malta
Mauritania
Mauritius
Mozambique
Nepal
Niger
Nigeria
Paraguay
Reunion
Rhodesia, Southern
St. Pierre & Miquelon
Senegal
Sierra Leone
Somali Republic
Sudan
Surinam
Taiwan
Tanzania
Togo
Uganda
Upper Volta
Viet-Nam
Yemen Arab Republic
Zambia

Lists of Government Controlled Monopolies or State Trading Organizations available for the following countries:

Lists of State Trading Organizations

Bulgaria
Burma
Cambodia
Czechoslovakia
Germany, East
Guinea
Hungary
Poland
Romania
U.S.S.R.
Yugoslavia

WORLD TRADE DIRECTORY REPORTS. Carry basic commercial and financial information on specific foreign firms and individuals. Data furnished on a given firm usually cover the type of organization, method of operation, lines handled, size of firm, sales territory, names of owners and officers, capital, sales volume, general reputation in trade and financial circles, and names of any U.S. firms represented by the foreign firm and serving as its supplier. They are prepared by the U.S. Foreign Service, and represent a consensus of reliable sources of information. $2 per report. If information on a particular firm is not on file in Washington, it will be requested from the Foreign Service. To minimize delay, businessmen may authorize telegraphic request and reply, for which the Department of State will bill them direct. Available from the Bureau of International Commerce, Commercial Intelligence Division, U.S. Department of Commerce, Washington, D.C., 20230, or from any of the Department's Field Offices.

International Commerce Index

Copies of the QUARTERLY INDEX TO INTERNATIONAL COMMERCE are available on request to a Department of Commerce Field Office or the U.S. Department of Commerce, Publications Sales and Distribution, Washington, D.C., 20230.

☐ Quarterly Index to INTERNATIONAL COMMERCE, July-September 1966.

☐ Quarterly Index to INTERNATIONAL COMMERCE, April-June 1966.

☐ Quarterly Index to INTERNATIONAL COMMERCE, January-March 1966.

LISTS OF REGISTERED VISITORS

Provide names and addresses of registered visitors to U.S. Trade Center Shows and Trade Fairs, broken down by categories, such as traders (importers-exporters), wholesalers, retailers, manufacturers, and users of the products shown, as well as other information pertinent to the particular show. The names and addresses of local Government officials are usually also listed. The Lists may be purchased from the U.S. Department of Commerce, Washington, D.C., 20230.

☐ U.S. Industrial Equipment Exhibition (August 1-13, 1966), Mexico City. 1966. 284 pp. $1.50.

☐ Food Processing Equipment Show (February 18, 21, 22 and 23, 1966); Food Processing Equipment and Supplies Show (February 19 and 20, 1966). U.S. Trade Center, Milan, Italy. 1966. 13 pp. 25¢.

☐ Mining and Safety Equipment Show (February 9-23, 1966). U.S. Trade Center, Bangkok, Thailand. 1966. 8 pp. 10¢.

☐ U.S. Metal Surface Finishing Equipment Show (June 29-July 8, 1965). U.S. Trade Center, Tokyo, Japan. 1966. 43 pp. 50¢.

☐ U.S. Industrial Pumps and Compressors Show (May 19-29, 1965). U.S. Trade Center, Tokyo, Japan. 1966. 30 pp. 25¢.

☐ U.S. Air Conditioners and Dehumidifiers Show (July 22-30, 1965). U.S. Trade Center, Tokyo, Japan. 1966. 39 pp. 50¢.

☐ U.S. Animal Husbandry Equipment, Accessories and Materials Show (October 12-22, 1965). U.S. Trade Center, Tokyo, Japan. 1966. 36 pp. 50¢.

☐ U.S. Business Machines Show (April 21-28, 1965). U.S. Trade Center, Tokyo, Japan. 1966. 59 pp. 50¢.

Economic Summaries

These summaries, prepared on the spot by the U.S. Foreign Service experts, are the Commerce Department's most timely commercial reports on individual foreign economies. Each report is written by a specialist trained to recognize developments of interest to U.S. business and to give straightforward evaluations of the business outlook and export prospects. They vary from 12 to 30 pages and are available on a 5-day loan basis from the Department through any of its Field Offices. They may also be purchased from the U.S. Department of Commerce Clearinghouse, Springfield, Virginia, 22151 at a cost of $1.50. Be sure to identify by title and DIB number.

——Aden, Economic Summary for 1965. DIB-66-24.
——Afghanistan, Semi-annual, October 1965-March 1966. DIB-66-707.
——Argentina, Second Quarter 1966. DIB-66-727.
——Argentina, First Quarter 1966. DIB-66-700.
——Australia, Second Quarter 1966. DIB-66-728.
——Austria, Second Quarter 1966. DIB-66-729.
——Belgium, Second Quarter 1966. DIB-66-730.
——Bermuda, Annual 1965. DIB-66-731.
——Bolivia, Fourth Quarter 1965. DIB-66-29.
——Brazil, August 1966. DIB-66-784.
——Brazil, June-July 1966. DIB-66-763.
——Burundi, Annual 1965. DIB-66-718.
——Ceylon, First Half 1966. DIB-66-732.
——Chile, Second Quarter 1966. DIB-66-733.
——Chile, First Quarter 1966. DIB-66-701.
——Colombia, Second Quarter 1966. DIB-66-734.
——Colombia, First Quarter 1966. DIB-66-702.
——Costa Rica, Second Quarter 1966. DIB-66-735.
——Denmark, First Half 1966. DIB-66-736.
——Dominican Republic, Second Quarter 1966. DIB-66-764.
——Ecuador, Fourth Quarter 1965 and First Quarter 1966. DIB-66-708.
——El Salvador, Second Quarter 1966. DIB-66-780.
——Fiji, Colony of, Annual 1965. DIB-66-737.
——Finland, Second Quarter 1966. DIB-66-738.
——France, Second Quarter 1966. DIB-66-720.
——French Guiana, Annual 1965. DIB-66-739.
——French West Indies, Annual 1965. DIB-66-785.
——Greece, First Quarter 1966. DIB-66-709.
——Guatemala, Second Quarter 1966. DIB-66-765.
——Guyana, Annual 1965. DIB-66-721.
——Haiti, Second Quarter 1966. DIB-66-722.
——Hong Kong, First Half 1966. DIB-66-766.
——Iceland, First Half 1966. DIB-66-786.
——India, Investment Prospects in Delicensed Industries. DIB-66-762.
——India, Second Quarter 1966. DIB-66-740.
——Indonesia, Second Quarter 1966. DIB-66-767.
——Iran, Second Quarter 1966. DIB-66-768.
——Iran, First Quarter 1966. DIB-66-710.
——Iraq, April-August 1966. DIB-66-787.
——Ireland, Second Half 1965. DIB-66-723.
——Ireland, First Half 1966. DIB-66-788.
——Israel, First Half 1966. DIB-66-789.
——Italy, Second Quarter 1966. DIB-66-769.
——Ivory Coast, July-December 1965. DIB-66-724.
——Jamaica, Annual 1965. DIB-66-725.
——Japan, Second Quarter 1966. DIB-66-741.
——Japan, First Quarter 1966. DIB-66-711.
——Japan, Fourth Quarter 1965. DIB-66-28.
——Kenya, Annual 1965. DIB-66-712.
——Kenya, First Half 1966. DIB-66-790.
——Korea, Second Quarter 1966. DIB-66-791.
——Korea, First Quarter 1966. DIB-66-770.
——Lebanon, Second Quarter 1966. DIB-66-771.
——Liberia, Second Quarter 1966. DIB-66-742.
——Liberia, First Quarter 1966. DIB-66-703.
——Libya, Second Quarter 1966. DIB-66-772.
——Madagascar, First Half 1966. DIB-66-773.
——Malaysia, Second Quarter 1966. DIB-66-743.
——Mali, Annual 1965. DIB-66-744.
——Mauritania, Economic Summary for 1965. DIB-66-31.
——Mexico, Second Quarter 1966. DIB-66-745.
——Mexico, First Quarter 1966. DIB-66-704.
——Morocco, Second Quarter 1966. DIB-66-775.
——Nepal, Annual 1965. DIB-66-746.
——Netherlands, Second Quarter 1966. DIB-66-747.
——Netherlands Antilles, Annual 1965. DIB-66-726.
——New Zealand, Second Quarter 1966. DIB-66-776.
——Nicaragua, Second Quarter 1966. DIB-66-748.
——Nigeria, First Quarter 1966. DIB-66-705.
——Norway, Second Quarter 1966. DIB-66-777.
——Norway, First Quarter 1966. DIB-66-713.
——Pakistan, Second Quarter 1966. DIB-66-749.
——Panama, Second Quarter 1966. DIB-66-778.
——Paraguay, Second Quarter 1966. DIB-66-750.
——Peru, Second Quarter 1966. DIB-66-779.
——Peru, First Quarter 1966. DIB-66-714.
——Philippines, Second Quarter 1966. DIB-66-751.
——Philippines, First Quarter 1966. DIB-66-715.
——Portugal, Second Quarter 1966. DIB-66-792.
——Rhodesia, Third Quarter 1966. DIB-66-793.
——Rhodesia, Second Quarter 1966. DIB-66-752.
——Saudi Arabia, Second Quarter 1966. DIB-66-753.
——Sierra Leone, First Half 1966. DIB-66-794.
——Singapore, First Half 1966. DIB-66-795.
——Spain, First Quarter 1966. DIB-66-716.
——Sudan, Annual 1965. DIB-66-754.
——Surinam, Annual 1965. DIB-66-781.
——Sweden, Second Quarter 1966. DIB-66-755.
——Sweden, First Quarter 1966. DIB-66-706.
——Switzerland, Second Quarter 1966. DIB-66-756.
——Syria, Fourth Quarter 1965. DIB-66-27.
——Taiwan, Second Quarter 1966. DIB-66-757.
——Thailand, Second Quarter 1966. DIB-66-758.
——Togo, Annual 1965. DIB-66-717.
——Tunisia, First Half 1966. DIB-66-782.
——Tunisia, Second Half 1965. DIB-66-25.
——Turkey, First Half 1966. DIB-66-759.
——Uganda, Annual 1965. DIB-66-30.
——United Arab Republic, Second Quarter 1966. DIB-66-783.
——UAR (Egypt), First Quarter 1966. DIB-66-719.
——UAR, Fourth Quarter 1965. DIB-66-26.
——Uruguay, Second Quarter 1966. DIB-66-760.
——Venezuela, Third Quarter 1966. DIB-66-796.
——Venezuela, Second Quarter 1966. DIB-66-761.

International Customs Journals

Tariff structures and rates shown in the *International Customs Journals* are subject to change after the *Journals* are published. Comprehensive supplements covering major changes are published by the International Customs Tariffs Bureau in Brussels and may be purchased from the Clearinghouse as they become available.

Major changes in tariffs of individual foreign countries are also reported each week in the "Foreign Government Actions" section of *International Commerce*. For latest tariff information on individual products imported into specific foreign countries, consult your local Department of Commerce Field Office.

The journals, previously available only on a loan basis, may be purchased from the Clearinghouse, U.S. Dept. of Commerce, Springfield, Va., 22151. Attn: Code 410.11. The price for each *Journal* or Supplement is $3.00 for a bound paper edition; 65¢ for a microfiche copy (up to 64 pages reproduced on a 4 x 5 inch negative).

Country	Code Number	Country	Code Number
Austria [2]	PB—169260	Malaysia [1]	PB—169264
Belgium. See Benelux.		Mali [2]	PB—169257
		Isle of Man	PB—169288
Benelux [2]	PB—170849	Mauritius [1]	PB—169279
Brazil [3, 4]	PB—173303	Morocco [1]	PB—169285
Bulgaria [2]	PB—169253	Morocco supplement	PB—173101
Kingdom of Burundi [2]	PB—169263	Netherlands. See Benelux.	
Canada [2]	PB—169274	New Zealand [1]	PB—173304
Central African Customs Union [2]	PB—173465	Nigeria [2]	PB—169566
Ceylon [1]	PB—169270	Nigeria supplement	PB—173100
Chile [2, 4]	PB—173298	Norway [3]	PB—169267
Colombia [2, 4]	PB—169272	Pakistan [1]	PB—173295
Czechoslovakia [2]	PB—169278	Panama [1]	PB—173292
Denmark [3]	PB—169266	Paraguay [1]	PB—173299
East Africa [2]	PB—169271	Peru [2, 4]	PB—169261
Ecuador [2, 4]	PB—173198	Philippines [1]	PB—169884
Finland [3]	PB—169269	Portugal	PB—169885
France [1]	PB—173294	Reunion Island	PB—169291
Gambia	PB—173317	Rwanda [2]	PB—169275
Germany [2]	PB—169262	Rwanda supplement	PB—173253
Great Britain, Northern Ireland [3]	PB—169287	South Africa [2]	PB—169255
Greece [3]	PB—169283	Spain [2]	PB—170512
Guinea [1]	PB—169258	Sweden [3]	PB—169276
Hong Kong [2]	PB—173300	Switzerland [2]	PB—169265
Hungary [2]	PB—169567	Thailand [1]	PB—173306
Iceland [2]	PB—169268	Tunisia [2]	PB—169280
India [1]	PB—169256	Turkey [1]	PB—173297
Iran	PB—173307	United Arab Republic [1]	PB—169289
Iraq	PB—173305	United Arab Republic supplement	PB—173256
Ireland [3]	PB—169259	USA	PB—169293
Israel [1]	PB—173293	USSR [2]	PB—169254
Italy [1]	PB—169281	Venezuela [1]	PB—173302
Jordan [1]	PB—169277	Zambia [2]	PB—169273
Lebanon [1]	PB—173301		
Libya [2]	PB—169290		
Luxembourg. See Benelux.			

[1] Issues that are useful only as a guide to the Nation's tariff structure—duty rates have changed extensively since publication.
[2] Journals that are generally reliable for duty rates and tariff structure, with only a few duty rates having changed since publication of these issues.
[3] Copies that are generally reliable for duty rates on imports from the U.S., but where preferential duty rates on imports from certain countries (EFTA, EEC or Commonwealth) have changed since publication.
[4] Omits reference to LAFTA preferential rates.

Foreign Market Surveys

The Foreign Market Surveys prepared by overseas market research firms, for use in the Commerce Department's Office of International Trade Promotion's export expansion activities, have been added to the growing list of publications now available to U.S. exporters through the Commerce Clearinghouse.

First titles in the series, which are detailed studies of the market for specific commodities in individual countries, include (cost $3.00 each or 65¢ for microfiche):

——Automotive Service and Repair Equipment in Sweden. PB-170 945.

——Microfilming, Reprography and Advanced Documentation Equipment in the Federal Republic of Germany. PB-173 374.

——Corrosion Protection Methods and Materials in Sweden. PB-173 375.

——Packaging Machinery and Equipment in Belgium. PB-173 372.

——Welding Equipment in Italy. PB-173 373.

——The West German Plastics Market. PB-170 344.

——The Market for Aircraft Maintenance Equipment in Japan. PB-170 345.

——The Market for Aircraft Communications Equipment in Japan. PB-170 346.

——The Industrial Instrumentation Market in Mexico. PB-170 347.

——The Packaging and Packing Equipment Market in Mexico. PB-170 348.

——The Japanese Market for Hotel, Restaurant and Institutional Kitchen Equipment. PB-170 349.

——The Market for Equipment and Appliances for Institutional Kitchens in France. PB-170 350.

——The Dental Equipment Market in Italy. PB-170 351.

——The Market for Food Processing Equipment in Italy. PB-170 352.

——The Commercial and Industrial Refrigeration Machinery and Equipment Market in Spain. PB-170 353.

——Industrial Chemical Processing Equipment in Italy. PB-170 956.

——Metal Welding and Cutting Equipment in Sweden. PB-170 949.

——Plant and Equipment Maintenance Machines, Apparatus and Products in Italy. PB-170 950.

——Material Handling and Conveying Equipment in Italy. PB-170 948.

——Advanced Metal-Working Machine Tools and Accessories in the Federal Republic of Germany. PB-170 947.

——Self-Service and Supermarket Equipment in Japan. PB-170 946.

——Materials Handling Equipment in Japan. PB-170 955.

——Factory Modernization Equipment in Japan. PB-170 954.

——Heating and Ventilating Equipment in Italy. PB-170 953.

——Photography in Industry in the Federal Republic of Germany. PB-170 952.

——Packaging Machinery and Equipment in France. PB-170 951.

——The Market for Oceanographic Equipment in West Germany. PB-170 737.

Write: Clearinghouse, U.S. Dept. of Commerce, Springfield, Va., 22151.

BUREAU OF THE CENSUS

FT 210 U.S. Imports for Consumption and General Imports; SIC-Based Product Code by Area: 1964 and 1965

New series. Annual summaries of U.S. import data for major trading areas. Import data originally compiled under approximately 10,000 classifications of the Tariff Schedules of the United States Annotated (TSUSA) are consolidated, summarized, and presented in about 2,000 commodity classifications based on the Standard Industrial Classification System (SIC). Includes two conversion lists showing SIC-based import products classifications by TSUSA classes, and TSUSA classifications by SIC-based import product classes. $1.50. Available from Superintendent of Documents, Government Printing Office, Washington, D.C. 20402 or any Department of Commerce field office. Make check or money order payable to Superintendent of Documents.

Foreign Commerce and Navigation of the United States, 1946-1963

Summary in statistical form of data on U.S. export and import activities from 1946 to 1963. Gives complete statistical history of U.S. foreign trade during this period. Includes an index to commodity classifications and other explanatory materials. 916 pp. $6 copy. Available from Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402. Make check or money order payable to the Superintendent of Documents.

FT 246 U.S. Imports, TSUSA Commodity by Country of Origin, 1965

New report series. Shows annual U.S. import data in terms of TSUSA (Tariff Schedules of the United States Annotated) commodity classifications by country origin. Data are presented in two tables: "U.S. imports for consumption—net quantity and dollar value for approximately 10,000 TSUSA commodity classifications by country of origin"; and "U.S. general imports —net quantity and dollar value of selected TSUSA commodity totals where there is a difference of $10,000 or more between imports for consumption and general imports." (Comparable

data for 1964 were issued in an unnumbered publication, "U.S. Imports for Consumption and General Imports: 1964-Tariff Schedules Annotated by Country.") $2.75 copy. Available from Superintendent of Documents, Government Printing Office, Washington, D.C., 20402 or any U.S. Department of Commerce field office. Make check or money order payable to Superintendent of Documents.

Census Bureau Detailed Reports

Yearly subscriptions to the following Census reports should be placed with the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C., 20402, unless otherwise noted. Subscription price includes 12 monthly issues unless otherwise stated. Remittance should be made by check or money order payable to the Superintendent of Documents, U.S. Government Printing Office. Coupons or authorization to charge an account with the Superintendent of Documents are also acceptable (please report account number when using this method of payment).

FT 125 U.S. Imports of Merchandise for Consumption

Summarizes data in terms of Schedule A commodity groupings: Commodity by country, area by commodity, and country by commodity. Monthly and cumulative, January-to-date data: $10 year. $2.25 additional for foreign mailing. $1.50 single copy.

FT 130 U.S. General Imports of Cotton Manufactures

Reported by country of origin by Geneva Agreement category. $1 year. 10¢ single copy. Available from the Bureau of the Census, Washington, D.C. 20233. Make check or money order payable to Superintendent of Documents.

FT 350 U.S. General Imports of Merchandise—Commodity, Country, and Method of Transportation

New series. Replaces in part **FT 785, U.S. Exports and Imports by Air,** which has been discontinued. Gives value of imports for all methods of transportation combined, and the value of all imports and shipping weight by vessel and by air. Covers 600 commodities in the Schedule A (imports) subgroup classifications, which generally are comparable to the 4-digit level of the Standard International Trade Classification (SITC). Data is given for commodities by country, and for countries by commodity. Monthly and annual, January 1966 to date. $8 year. $2 additional for foreign mailing. 70¢ single copy.

FT 410 U.S. Exports

Summarizes data in terms of Schedule B groupings: Commodity by country. Monthly and cumulative, January-to-date data. $25 year. $6.50 additional for foreign mailing. Prices for single copies vary.

FT 420 U.S. Exports

Summarizes data in terms of Schedule B groupings: area by commodity, country by commodity. Monthly and cumulative, January-to-date data. $10 year. $2.50 additional for foreign mailing. Prices of single copies vary.

FT 750 U.S. Exports of Merchandise—Commodity, Country, Method of Transportation

New series. Replaces in part **FT 785, U.S. Exports and Imports by Air,** which has been discontinued. Gives value of exports for all methods of transportation combined, and the value and shipping weight of exports by vessel and by air. Covers 600 commodities in the Schedule B (exports) subgroup classifications, which generally are comparable to the 4-digit level of the Standard International Trade Classification (SITC). Data is given for commodities by country, and for countries by commodity. Published monthly, with annual summary. $8 year. $2 additional for foreign mailing. 70¢ single copy.

FT 800 U.S. Trade With Puerto Rico and With U.S. Possessions

Published monthly, includes annual summary. $1.50 year. 50¢ additional for foreign mailing. 15¢ single copy.

Schedule B Statistical Classification of Domestic and Foreign Commodities Exported From the United States

Basic book and supplements. January 1, 1965, edition. $6 year. $1.50 additional for foreign mailing.

Census Bureau Summary Reports

Yearly subscriptions to the following Census reports should be placed with the Bureau of the Census, Washington, D.C., 20233. Remittance should be made by check or money order (or Superintendent of Documents coupons) payable to Superintendent of Documents and mailed with the order to the Bureau of the Census.

FT 900 Series

Includes all reports in the FT 900 series, as follows: *FT 900-E, U.S. Total Export Trade; FT 900-I, U.S. Total Import Trade; FT 930-E, U.S. Import Trade by Commodity; FT 930-I, U.S. Import Trade by Commodity; FT 950-E, U.S. Export Trade by Country; FT 950-I, U.S. Import Trade by Country; FT 970-E, U.S. Export Trade by District; FT 970-I, U.S. Import Trade by District; FT 975, Foreign Trade Vessel Entrances and Clearances* (by calendar year only); *FT 985, Waterborne Foreign Trade Statistics* (includes annual summary), and *FT 986, Airborne Foreign Trade Statistics* (includes annual summary). Subscriptions to single parts not available. Subscriptions expire with calendar year data. No multiple year subscriptions accepted. $5 year. $2.50 additional for foreign mailing. 10¢ single copy.

FT 810 Bunker Oil and Coal Laden in United States on Vessels Engaged in Foreign Trade

Published monthly; includes annual summary. $1 year. 10¢ single copy.

FT 2402 U.S. Trade in Gold and Silver

Published monthly; includes annual summary. $1 year. 10¢ single copy.

FT 600 U.S. Waterborne Foreign Trade

Trade area by U.S. Coastal District. Published monthly, includes annual summary. $1 year. 50¢ additional for foreign mailing. 10¢ single copy.

BUREAU OF LABOR STATISTICS

U.S. Department of Labor

The following labor law and practice monographs may be purchased from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, or from any of the Bureau of Labor Statistics regional offices located at 18 Oliver St., Boston, Mass. 02110; 341 Ninth Ave., New York, N.Y. 10001; 1365 Ontario St., Cleveland, Ohio 44114; 219 S. Dearborn St., Chicago, Ill. 60604; 1371 Peachtree St., N.E., Atlanta, Ga. 30309; and 450 Golden Gate Ave., Box 36017, San Francisco, Calif. 94102.

BLS Report No.		*BLS Report No.*	
241	Austria. 40 cents	258	New Guinea. 50 cents
218	Bolivia. 30 cents	265	Nicaragua. 50 cents
264	Burma. 40 cents	271	Pakistan. 45 cents
227	Ceylon. 35 cents	253	Philippines. 50 cents
217	Colombia. 35 cents	269	Saudi Arabia. 35 cents
220	Costa Rica. 30 cents	289	Spain. 50 cents
242	Ecuador. 35 cents	285	Sweden. 40 cents
280	El Salvador. 30 cents	268	Taiwan. 45 cents
223	Guatemala. 25 cents	267	Thailand. 40 cents
244	Haiti. 40 cents	294	Tunisia. 40 cents
189	Honduras. 30 cents	239	Turkey. 45 cents
276	Iran. 40 cents	275	U.A.R. 50 cents
221	Iraq. 30 cents	270	U.S.S.R. 50 cents
290	Laos. 40 cents	212	Venezuela. 30 cents
274	Malaysia and Singapore. 55 cents	250	Yugoslavia. 40 cents
240	Mexico. 45 cents		
282	Morocco. 45 cents		

Free subscriptions to the Labor Developments Abroad and Labor Digest series, both described below, may be requested from the Bureau of Labor Statistics, U.S. Department of Labor, Washington, D.C. 20210.

Labor Developments Abroad . . . A monthly review of labor information derived from reports of U.S. foreign service posts, and individual country labor statistics.

Labor Digests on Single Countries . . .

Asia and Australasia—36 countries.

Western Hemisphere—26 countries.

Europe—29 countries. (A compendium of all 29 individual digests, Bulletin No. 1497, is available from the Superintendent of Documents for 60 cents.

BUSINESS AND DEFENSE SERVICES ADMINISTRATION (BDSA)

All publications issued by BDSA are available from Department of Commerce Field Offices or from Sales and Distribution Branch, Office of Administrative Services, U.S. Department of Commerce, Washington, D.C., 20230, and from Superintendent of Documents, Washington, D.C., 20402, where indicated by asterisk.

Publications

- ☐ A checklist of publications that includes data on monthly and quarterly industry reports as well as all other BDSA publications. November, 1966. Free.
- ☐ The U.S. Industrial Outlook for 1967. Includes developments in 1966 with projections for 1967. Reports on imports and exports 216 pp. $1.25.
- ☐ *BDSA: How It Works with Business for Business.* 1965. 8 pp. Free.

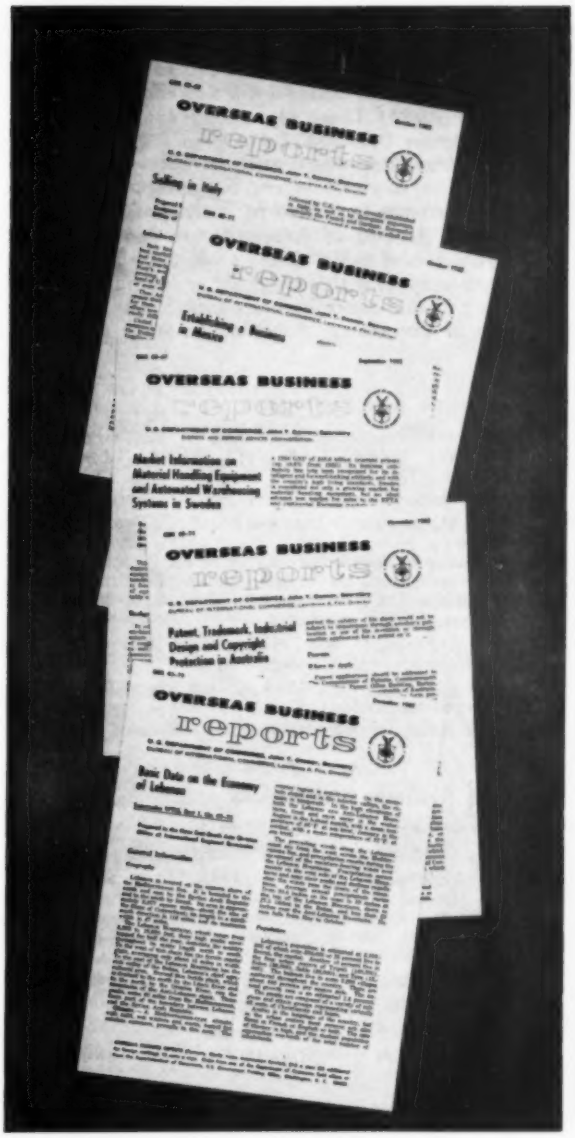
U.S. Trade Manufacturing Data

- ☐ U.S. Plywood Imports, 1960-64. 1965. 14 pp. 10¢.
- ☐ U.S. Lumber Exports, 1965. 11 pp. 10¢.
- ☐ U.S. Lumber Exports, 1964. 1965. 11 pp. 10¢.*
- ☐ U.S. Lumber Exports, 1963. 1964. 6 pp. 10¢.*
- ☐ U.S. Lumber Imports, 1965. 6 pp. 10¢*
- ☐ U.S. Foreign Trade in Photographic Goods, 1962. 1963. 35 pp. 25¢.*

Overseas Market and Industry Surveys

See also *"Foreign Market Surveys"*

- ☐ The Market for Metal-Working Equipment in Mexico. 1966. 58 pp. 50¢.
- ☐ Dairy Machinery in West Germany. 1966. 18 pp. 25¢.
- ☐ Boating Accessories and Equipment in Italy. 1966. 24 pp. 25¢.
- ☐ Boating Accessories in the United Kingdom. 1966. 37 pp. 50¢.
- ☐ Children's Clothing in Italy. 1965. 27 pp. 25¢.
- ☐ Electroplating and Metal Finishing Equipment in the United Kingdom. 1965. 38 pp. 50¢.
- ☐ Machine Tools and Other Metalworking Equipment in Spain. 1965. 39 pp. 50¢.
- ☐ Audio-Visual Equipment in the United Kingdom. 1965. 44 pp. 50¢.
- ☐ Food Produce in Thailand. 1965. 12 pp. 10¢.
- ☐ Self-Service Store and Supermarket Equipment, West Germany. 1965. 40 pp. 50¢.
- ☐ Foundry Equipment in the Federal Republic of Germany. 1965. 5 pp. 10¢.
- ☐ Machine Tool Industry in Japan. 1965. 5 pp. 10¢.
- ☐ Automotive Maintenance Equipment in Thailand. 1965. 8 pp. 10¢.
- ☐ Air Tools in the Netherlands. 1965. 23 pp. 25¢.
- ☐ Home Maintenance Equipment and Supplies in the United Kingdom. 1965. 48 pp. 50¢.
- ☐ Metal Cutting Machines in Malaya. 1965. 29 pp. 25¢.
- ☐ Welding Equipment in the Netherlands. 1965. 17 pp. 25¢.
- ☐ Metalworking Equipment in Thailand. 1965. 24 pp. 25¢.
- ☐ Commercial Baking Equipment in Japan. 1965. 80 pp. 75¢.



Industry Surveys:

- ☐ *The Market for Automatic Vending Machines in the United Kingdom.* 1963. 36 pp. 20¢.*
- ☐ *Market for Men's and Boys' Clothing in Western Europe.* 1964. 63 pp. 30¢.*
- ☐ *The Copper Industry in the Soviet Union.* 1963. 8 pp. 10¢.
- ☐ *The Market for Costume Jewelry in West Germany.* 1963. 28 pp. 20¢.*
- ☐ *The Market for Semiconductor Devices in West Germany and Italy.* 1964. 24 pp. 15¢.*
- ☐ *Development of the Japanese Photographic Products Industry, 1962.* 1963. 24 pp. 15¢.*
- ☐ *The Market for Selected Photographic Products in the United Kingdom and France.* 1964. 27 pp. 15¢.*

World Survey of Civil Aviation. A series.

- ☐ *Continental Europe and Ireland.* July 1965. 57 pp. 25¢.
- ☐ *United Kingdom.* 1965. 16 pp. 15¢.*

Other Bureau of International Commerce Publications

Overseas Business Reports are identified by the symbol "OBR." OBR's originate with the Bureau of International Commerce or with the Business and Defense Services Administration; the latter may be identified by the initials (BDSA). These reports are for sale by the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402. The price is $13 per year ($5 additional for foreign mailing). Single copies are 15¢ each. Order from any Department of Commerce Field Office or from the Superintendent of Documents and make remittance payable to the Superintendent of Documents. Those OBR's available only from the Department of Commerce are indicated by a dagger. (†)

Other Bureau of International Commerce publications are identified by title, year of publication, number of pages, and price. Order from Superintendent of Documents.

You may find this checklist convenient in making out your order. Mark the items that you need. Additional copies of this checklist are available on request to a Department of Commerce Field Office or to the U.S. Department of Commerce, Publications Sales and Distribution Branch, Washington, D.C. 20230.

World Trade and Production

☐ Free World Production and Trade in Selected Household Appliances: 1961-63. OBR 65-80. (BDSA) 10 pp. December 1965. 15¢.*

☐ World Trade in Machine Tools, 1961-64. 1966. 32 pp. 30¢.*

☐ *World Motor Vehicle Production and Registration, 1963-64.* 1965. 6 pp. 5¢.*

World Newsprint Supply-Demand. A series. Prepared by BDSA for House Committee on Interstate and Foreign Commerce, Washington, D.C., and issued as House reports. Free. Available from House Committee.

☐ *Outlook Through 1966.* 1964 (House Report No. 1899, 88th Congress, 2nd Session). 37 pp.

☐ *Outlook Through 1965.* 1963. (House Report No. 871, 88th Congress, 1st Session). 37 pp.

☐ *World Survey of Abrasive Products, 1957-62.* 1963. 30 pp. 20¢.*

General Business Publications

☐ *Aluminum Fact Book.* 1963. 90 pp. 50¢.

☐ *Doing Business with NATO* Revised 1966. 13 pages. Free

☐ *Engineers' Overseas Handbook.* 1965. 242 pp. $2.25.*

Selected United States and Foreign-Language Marketing Terms and Definitions. A series of translations of selected United States marketing terms and definitions into five foreign languages. 40-43 pp. 1960. 20¢ each.*

☐ English-Franch; ☐ English-German; ☐ English-Italian;

☐ English-Spanish; ☐ English-Swedish.

☐ Ocean Freight Guide Lines. 28 pp. 25¢.

☐ *Western Europe Standardizing Package Dimensions.* 1965. 8 pp. 10¢.

Aden

——Basic Data on the Economy of Aden and the Federation of South Arabia. OBR 64-71. June 1964. 5 pp.
See Economic Summary section.
See Trade Lists section.

Afghanistan

——Basic Data on the Economy of Afghanistan. OBR 66-34 June 1966, 8 pp.
See also Asia Economic Summary section, and Trade Lists section.

Africa (see also country listings)

——Government Procurement Practices in Selected African Countries. OBR 66-65. October 1966, 12 pp.
——Pharmaceutical Regulations in French Speaking Africa. OBR 65-43. June 1965. 27 pp. 25¢.
——Market Indicators for Africa. OBR 66-33. 31 pp. August 1966.
——Market Profiles for Africa. OBR 66-36. 40 pp. June 1966.
——Africa: Sales Frontier for U.S. Business. A supplement to International Commerce; market study. 1963. 121 pp. $1.

Algeria

——Basic Data on the Economy of Algeria. OBR 65-39. 16 pp. July 1965.
——Foreign Trade Regulations of the Republic of Algeria. OBR 64-122. November 1964. 8 pp.
See Trade Lists section.

American Republics (See also Latin America)

——Market Profiles for the Latin American Area. OBR 66-37.

Angola

——Preparing Shipments to Angola. OBR 63-85. 6 pp. April 1963.†
See also Africa, and Trade Lists section.

Argentina

——Foreign Trade Regulations of Argentina. OBR 66-21. 7 pp. May 1966.
——Market Information on Business Machines in Argentina (BDSA). OBR 65-22. 5 pp. April 1965.
——Establishing a Business in Argentina. OBR 64-33. 20 pp. April 1964.†
Also see Trade Lists section and Economic Summaries section.

Asia and Oceania

——Trade of the U.S. with Communist Areas in Eastern Europe and Asia, 1963-65. OBR 66-56. August 1966. 16 pp.
——Market Profiles for the Near East-South Asia. OBR 66-35. 18 pp. June 1966.
——United States Trade with Asia, 1963-64. OBR 65-59. 28 pp. August 1965.
——Market Indicators for Asia and Oceania. OBR 64-45. 28 pp. June 1964.

Australia

——Patent, Trademark, Industrial Design & Copyright Protection in Australia. OBR 65-74. 7 pp. November 1965.
——Australia, Selling to. 36 pp. 1964. 30¢. A trade mission report.
——Basic Data on the Economy of Australia. OBR 63-38. 20 pp. March 1963.†
——Establishing a Business in Australia. OBR 63-108. 16 pp. July 1963.†
——Foreign Trade Regulations of Australia. OBR 63-129. 11 pp. October 1963.†
Also see Trade Lists section and Economic Summaries section.

Austria

——Establishing a Business in Austria. OBR 66-25. May 1966. 19 pp.
——Basic Data on the Economy of Austria. OBR 66-24. May 1966. 26 pp.
——Market Factors in Austria. OBR 65-51. 10 pp. July 1965.
——Selling in Austria. OBR 64-70. 12 pp. June 1964.

——Foreign Trade Regulations of Austria. OBR 64-57. 7 pp. June 1964.
——Austria, Export to, 1963. 20 pages. 20¢.
——Anti-Dumping Legislation in Austria. OBR 63-81. 4 pp. April 1963.†
——Pharmaceutical Regulations of Austria. Part 2, No. 62-31. 3 pp. June 1962. 10¢.†
See also Europe, Trade Lists section, Economic Summaries section, and International Customs Journals section.

Azores

See Trade Lists section.

Bahamas

——Basic Data on the Economy of the Bahama Islands. OBR 64-38. 12 pp. April 1964.
——Import Tariff System of the Bahamas. Part 2, No. 61-40. 2 pp. June 1961. 10¢.†
See Trade Lists section.

Bahrein Islands

See Trade Lists section.

Barbados

——Basic Data on the Barbados. OBR 64-68. 9 pp. June 1964.*
See Trade Lists section and Foreign Market Survey section.

Belgium

See also BENELUX.
——Selling in Belgium. OBR 66-46. 17 pp. July 1966.
——Market Factors in Belgium. OBR 64-142. 14 pp. Dec. 1964.
——Foreign Trade Regulations of Belgium-Luxembourg. OBR 64-26. 11 pp. March 1964.†
——Basic Data on the Economy of Belgium. OBR 64-15. 18 pp. Feb. 1964.†
——Economic Developments in Belgium, 1962. OBR 63-75. 8 pp. March 1963.†
——Establishing a Business in Belgium. OBR 66-80. 14 pp. Dec. 1966.
BELGIUM: A Market for U.S. Products. 1963. 60 pp. 45¢.
Also see Trade Lists section, Economic Summaries section, Foreign Market Survey section and Europe section.

Benelux

See International Customs Journal section.

Berlin

See Germany.

Bermuda

See Trade Lists section and Economic Summaries section.

Bolivia

——Foreign Trade Regulations of Bolivia. OBR 63-147. 7 pp. Dec. 1963.†
See Trade Lists section and Economic Summaries section.

Brazil

——Foreign Trade Regulations of Brazil. OBR 66-28. 8 pp. May 1966.
——Establishing a Business in Brazil. OBR 66-10. 25 pp. March 1966.
——Basic Data on the Economy of Brazil. OBR 64-75. 24 pp. June 1964.†
See Trade Lists section, Economic Summaries section, and International Customs Journal section.

British Honduras

——Basic Data on the Economy of British Honduras. OBR 64-63. 8 pp. June 1964.

British Leeward Islands

——Basic Data on the Economy of the British Leeward Islands. OBR 64-16. 8 pp. Feb. 1964.

British Pacific Islands

——Import Tariff System of the Fiji Islands. OBR 63-39. 2 pp. March 1963.
Also see Economic Summaries section.

British Virgin Islands

——Basic Data on the Economy of the British Virgin Islands. OBR 64-110. 5 pp. September 1964.

Bulgaria

——Basic Data on the Economy of Bulgaria. OBR 65-40. 12 pp. June 1965
Also see Trade Lists section and International Customs Journal section.

Burma

——Basic Data on the Economy of Burma. OBR 63-162. 7 pp. Dec. 1963.†
——Import Tariff System of Burma. OBR 62-36. 2 pp. December 1962.†
See also Asia, Trade Mission Reports section, and Trade Lists section.

Burundi

——Import Tariff System of the Republic of Rwanda and the Kingdom of Burundi. OBR 63-17. 2 pp. January 1963.†
Also see Economic Summaries section and International Customs Journal section.

Cambodia

——Basic Data on the Economy of Cambodia. OBR 65-19. 12 pp. March 1965.
——Foreign Trade Regulations of Cambodia. OBR 65-2. 7 pp. January 1965.
See also Asia and Trade Lists section.

Cameroon

——Foreign Trade Regulations of the Equatorial Customs Union (Central African Republic, Republics of Chad, Congo, Gabon) and Cameroon. OBR 64-98. 11 pp. September 1964.
——Investment Law of the Federal Republic of Cameroon. OBR 62-32. 5 pp. December 1962.†
See also Africa, and Trade Lists section.

Canada

——Market Profiles: Western Europe and Canada. OBR 66-47. 22 pp. July 1966.
——Import Tariff System of Canada. OBR 63-10. 3 pp. January 1963.†
——Preparing Shipments to Canada. Part 2, No. 62-50. 20 pp. September 1962. 10¢.
——Trade of United States, Western Europe, Canada & Japan in Manufactured Products, 1961-62. 1964. 3 volumes, 132 pages. 1964. 75¢ each. Available from Superintendent of Documents, Washington, D.C., 20402.
Also see International Customs Journal section.

Cape Verde Islands

See Trade Lists section.

Central African Republic

——Foreign Trade Regulations of the Equatorial Customs Union (Central African Republic, Republics of Chad, Congo, Gabon) and Cameroon. OBR 64-98. 11 pp. September 1964.
——Foreign Trade Regulations of the Equatorial Customs Union (Central African Republic, Republics of Chad, Congo, Gabon) and Cameroon. OBR 64-98. 11 pp. August 1964.
——Basic Data on the Economy of the Central African Republic. OBR 63-161. 11 pp. Dec. 1963.†
Also see Trade Lists section and International Customs Journal section.

Central America

——Trade and Invest in Central America. 88 pp. 60¢. July, 1965.
——Foreign Trade of the Central American Common Market, 1963-64. OBR 66-41. 20 pp. June 1966.
See Export Market Guide section.

Ceylon

——Foreign Trade Regulations of Ceylon. OBR 64-116. 7 pp. September 1964.
——Basic Data on the Economy of Ceylon. OBR 63-90. 18 pp. April 1963.†
See also Asia, Trade List section, International Customs Journal section, and Economic Summary section.

Chad

——Foreign Trade Regulations of the Equatorial Customs Union (Central African Republic, Republics of Chad, Congo, Gabon) and Cameroon. OBR 65-10. 11 pp. February 1965.
——Basic Data on the Economy of Chad. OBR 64-53. 8 pp. June 1964.
Also see Trade Lists section.

Chile

——Establishing a Business in Chile. OBR 66-69. Oct. 1966.
——Foreign Trade Regulations of Chile. OBR 65-84. 8 pp. December 1965.
Also see Trade Lists section, Economic Summaries section, and International Customs Journal section.

Colombia

——Patent, Trademark, Industrial Design and Copyright Protection in Columbia. OBR 66-54. August 1966, 7 pp.
——Basic Data on the Economy of Colombia. OBR 66-45. 23 pp. July 1966.
——Establishing a Business in Colombia. OBR 66-22. 19 pp. May 1966.
——Foreign Trade Regulations of Colombia. OBR 66-2. 10 pp. January 1966.
Also see Trade Lists section, Economic Summaries section, and International Customs Journal section.

Congo (Brazzaville)

——Foreign Trade Regulations of the Equatorial Customs Union (Central African Republic, Republics of Chad, Congo, Gabon) and Cameroon. OBR 64-98. 11 pp. September 1964.
——Basic Data on the Economy of the Republic of Congo, (Brazzaville). OBR 64-100. November. 12 pp. 1964.
——Investment Law of the Republic of Congo (Brazzaville). OBR 62-15. 10 pp. November 1962.†
See also Africa, and Trade Lists section.

Congo (Kinshasa [formerly Leopoldville])

——Basic Data on the Economy of the Democratic Republic of the Congo (Leopoldville). OBR 65-50. 11 pp. July 1965.
——Foreign Trade Regulations of Republic of the Congo (Leopoldville). OBR 64-61. 5 pp. June 1964.
See also Africa, and Trade Lists section.

Corsica

See Trade Lists section.

Costa Rica

——Foreign Trade Regulations of Costa Rica. OBR 63-155. 8 pp. December 1963.†
See Trade Lists section and Economic Summaries section.

Cuba

——U.S. Trade With Cuba, 1960-63. OBR 64-44. 4 pp. May 1964.
——World Trade With Cuba. OBR 64-41. 4 pp. April 1964.

Cyprus

——Foreign Trade Regulations of Cyprus. OBR 65-83. 5 pp. December 1965.
——Basic Data on the Economy of Cyprus. OBR 63-16, 14 pp. January 1963.†
Also see Trade Lists section and Trade Mission Report section.

Czechoslovakia

——Basic Data on the Economy of Czechoslovakia. OBR 66-30. 20 pp. May 1966.
Also see Trade Lists section and International Customs Journal section.

Dahomey

——Foreign Trade Regulations of the West African Customs Union (Dahomey, Ivory Coast, Mali, Mauritania, Niger, Senegal, Upper Volta) and Togo. OBR 64-60. 11 pp. June 1964.
——Basic Data on the Economy of Dahomey. OBR 64-36. 9 pp. April 1964.†
——Investment Law in the Republic of Dahomey. OBR 63-104. 11 pp. August 1963.†
Also see Trade Lists section.

Denmark

——Selling in Denmark. OBR 66-72. Oct. 1966.
——Basic Data on the Economy of Denmark. OBR 65-88. 17 pp. December 1965.
——Foreign Trade Regulations of Denmark. OBR 65-32. 8 pp. June 1965.
——Establishing a Business in Denmark. OBR 64-18. 8 pp. Feb. 1964.
See also Europe, Trade Lists section, Economic Summaries section, and International Customs Journal section.

Dominican Republic

——Basic Data on the Economy of the Dominican Republic. OBR 64-80. 22 pp. June 1964.
Also see Trade Lists section and Economic Summaries section.

East Africa

——Foreign Trade Regulations of East Africa (Kenya, Tanzania and Uganda). OBR 66-40. 8 pp. June 1966.
——East Africa: A Market for U.S. Products in Kenya, Uganda, Tanzania. 75 pp. April 1966. 65¢.
——Basic Data on the Economy of Uganda. OBR 66-19. 17 pp. April 1966.
——Basic Data on the Economy of Tanzania. OBR 66-4. 17 pp. February 1966.
——Basic Data on the Economy of Kenya. OBR 65-75. 16 pp. November 1965.
——East Africa, Do Business in Kenya, Tanganyika, Uganda. 49 pp. 1963. 35¢. Trade mission report.†
——Living Conditions in East Africa. OBR 63-100. 7 pp. April 1963.†
Also see Trade Mission Report section and International Customs Journal section.

Ecuador

——Foreign Trade Regulations of Ecuador. OBR 66-43. July 1966. 7 pp.
——Basic Data on the Economy of Ecuador. OBR 64-74. 10 pp. June 1964.†
Also see Trade Lists section, Economic Summaries section, and International Customs Journal section.

Egypt

See United Arab Republic.

El Salvador

——Foreign Trade Regulations of El Salvador. OBR 66-17. 6 pp. April 1966.
Also see Trade Lists section and Economic Summaries section.

Ethiopia

——Foreign Trade Regulations of Ethiopia. OBR 66-12. 7 pp. April 1966.

——Basic Data on the Economy of Ethiopia. OBR 63-117. 19 pp. August 1963.
——Establishing a Business in Ethiopia. OBR 62-42. 10 pp. December 1962.
See also Africa, and Trade Lists section.

Europe

——The Export Market for Commercial and Institutional Food Service Equipment. OBR 66-38. 8 pp. June 1966.
——Trade of the U.S. with Communist Areas in Eastern Europe and Asia, 1963-65. OBR 66-56. 16 pp. August 1966.
——Market Profiles for Western Europe and Canada. OBR 66-47. 22 pp. July 1966.
——Market Indicators for Europe. OBR 65-86. 31 pp. December 1965.
——U.S. Trade with European Free Trade Association, 1959-63. OBR 64-103. 27 pp.
——U.S. Trade with European Economic Community, 1962-63. OBR 64-81. 28 pp.
——Market Profiles: Western Europe and Canada. OBR 65-34. 20 pp.
——Market Indicators for Europe. OBR 63-133. 32 pp. November 1963.†
——Trade of United States, Western Europe, Canada & Japan in Manufactured Products, 1961-62. 1964. 3 volumes. 132 pp. 1964. 75¢ per volume.

European Economic Community

——The Common Market. Reprints from International Commerce and Foreign Commerce Weekly, 1958-64. 43 pp. 50¢. For sale by U.S. Department of Commerce, Washington, D.C., 20230.

Far East

——Market Profiles for the Far East. OBR 66-55. 16 pp. August 1966.

Fiji Islands

See British Pacific Islands.

Finland

——Basic Data on the Economy of Finland. OBR 66-74.
——Foreign Trade Regulations of Finland. OBR 64-132. 8 pp. Dec. 1964.
See also Europe, Trade Lists section, Economic Summaries section, and International Custom Journal section.

Formosa

See Taiwan.

France

——Market Information on Electronic Products in France. 66-23. (BDSA) 5 pp.
——Business Machines and Equipment in France. OBR 66-7. (BDSA) 6 pp. March 1966.
——Industrial Equipment Industries in France. OBR 66-3. 13 pp. January 1966.
——The Market for U.S. Scientific, Industrial and Technical Instruments and Equipment in France. OBR 65-78. 3 pp. December 1965.
——The Market for U.S. Scientific, Industrial and Technical Instruments & Equipment in France. (BDSA). OBR 65-78.
——The Market for Toys, Games and Dolls in France. (BDSA). OBR 65-76. 8 pp. Nov. 1965.
——Selling in France. OBR 65-76. 18 pp. Oct. 1965.
——Market Factors in France. OBR 65-47. 13 pp. July 1965.
——Foreign Trade Regulations of France. OBR 64-136. 9 pp. Dec. 1964.
——Market for U.S.-Type Residential Heating Equipment in France (BDSA). OBR 64-126. 4 pp. December 1964.
See also Europe, Trade Lists section, Economic Summaries section, International Customs Journal section, Foreign Market Survey section, Export Market Guide section, and Market Share Report section.

French Guiana

——Basic Data on the Economy of French Guiana. OBR 64-111. 6 pp. September 1964.
Also see Economic Summary section.

French Somaliland

See Trade Lists section.

French West Indies

See Economic Summary section.

Gabon

——Foreign Trade Regulations of the Equatorial Customs Union (Central African Republic, Republics of Chad, Congo, Gabon) and Cameroon. OBR 64-98. 11 pp. September 1964.
——Basic Data on the Economy of Gabon. OBR 63-125. 13 pp. October 1963.†
——Investment Law in the Republic of Gabon. OBR 62-20. 10 pp. December 1962.†
Also see Trade Lists section.

Gambia

See Trade Lists section, and International Custom Journal section.

Germany

——Establishing a Business in the Federal Republic of Germany and West Berlin. OBR 66-32. 21 pp. June 1966.
——Selling in Germany. OBR 65-64. 18 pp. Aug. 1965.
——The Motion Picture Industry of the Federal Republic of Germany (BDSA). OBR 65-53. 4 pp.
——Market Factors in the Federal Republic of Germany. OBR 65-16. 7 pp. March 1965.
——Foreign Trade Regulations of the Republic of Germany. OBR 64-55. 10 pp. June 1964.†
——Market Information on Electronic Products in West Germany (BDSA). OBR 64-120. 5 pp. October 1964.
——Germany, Export To. 24 pp. 1964. 25¢. A trade mission report.
——Basic Data on the Economy of the Federal Republic of Germany. OBR 63-156. 20 pp. Dec. 1963.†
——Customs Valuation Under the Revised German Customs Law, Effective January 1962. OBR 62-22. 3 pp. January 1963.†
——The Law on Cartels in the Federal Republic of Germany and West Berlin. Amended. Free.†
See also Europe as well as sections, Export Market Guides and section, U.S. Army Area Handbooks, Trade Lists section, Export Market Guide section, International Custom Journal section, Foreign Market Survey section, and Market Share Reports section.

East Germany

See Trade Lists section.

Ghana

——Establishing a Business in Ghana. OBR 64-12. 7 pp. Feb. 1964.
——Foreign Trade Regulations of Ghana. OBR 66-77. 6 pp. December 1966.
——Preparing Shipments to Ghana. OBR 63-93. 10 pp. April 1963.†
——Basic Data on the Economy of Ghana. OBR 62-9. 10 pp. November 1962.†
See also Africa, Trade Lists section, and International Customs Journal section.

Gibraltar

See Trade Lists section.

Great Britain/N. Ireland

See International Customs Journal section.

Greece

——Establishing a Business in Greece. OBR 66-15. 15 pp. April 1966.

——Selling in Greece: Government Procurement Procedures. OBR 65-66. 6 pp. Sept. 1965.
——Foreign Trade Regulations of Greece. OBR 64-66. 8 pp. June 1964.
——Basic Data on the Economy of Greece. OBR 64-20. 14 pp. Feb. 1964.
——Doing Business in Greece. 24 pp. 1963. 25¢. Trade mission report.†
——Living Conditions in Greece. OBR 63-4. 9 pp. January 1963.†
——Market Factors in Greece. OBR 65-5. 9 pp. January 1965.
See also Europe, Trade Lists section, Economic Summary section, and International Customs Journal section.

Guadeloupe, Martinique and French Guiana

See Trade Lists section.

Guatemala

——Basic Data on the Economy of Guatemala. OBR 66-31. 22 pp. May 1966.
——Foreign Trade Regulations of Guatemala. OBR 64-50. 8 pp. May 1964.
Also see Trade Lists section and Economic Summary section.

Guinea

——Preparing Shipments to Guinea. OBR 63-130. 6 pp. October 1963.†
Also see Trade Lists section and International Customs Journal section.

Guinea, Portuguese

See Trade Lists section.

Guyana

——Foreign Trade Regulations of Guyana. OBR 66-64. October 1966. 4 pp.
Also see Economic Summary section.

Haiti

——Foreign Trade Regulations of Haiti. OBR 63-128. 7 pp. December 1963.†
Also see Trade Lists section and Economic Summary section.

Honduras

——Basic Data on the Economy of Honduras. OBR 65-36. 20 pp. June 1965.
——Foreign Trade Regulations of Honduras. OBR 64-21. 8 pp. February 1964.
Also see Trade Lists section.

Honduras, British

See Trade Lists section.

Hong Kong

——Foreign Trade Regulations of Hong Kong. OBR 64-77. 9 pp. June 1964.
——Hong Kong. A Market for U.S. Products. 122 pp. 1964. $1.
——Establishing a Business in Hong Kong. OBR 64-9. 17 pp. Jan. 1964.†
——Hong Kong, Trade With. 22 pp. 1963. 20¢. Trade mission report.†
——Economic Developments in Hong Kong, 1962. OBR 63-44. 7 pp. March 1963.†
——Investment Factors in Hong Kong. OBR 62-12. 9 pp. December 1962.†
See also Asia, Trade Lists section, Economic Summary section, International Customs Journal section, and Export Market Guide section.

Hungary

——Basic Data on the Economy of Hungary. OBR 64-37. 19 pp. April 1964.†
Also see Trade Lists section and International Customs Journal section.

Iceland

——Foreign Trade Regulations of Iceland. OBR 64-107. 8 pp. September 1964.
See also Europe, Trade Lists section, Economic Summary section and International Customs Journal section.

India

——Basic Data on the Economy of India. OBR 65-81. 21 pp. December 1965.
——Establishing a Business in India. OBR 65-48. 18 pp. July 1965.
——Selling in India: Government Procurement Procedures. OBR 64-134. 16 pp. December 1964.
——The Market for Books in India (BDSA). OBR 64-127. 6 pp. December 1964.
——Foreign Trade Regulations of India. OBR 63-120. 8 pp. September 1963.†
——Investment Factors in India. OBR 2-40. 26 pp. December 1962.
See also Asia, Trade Lists section, Economic Summary section, and International Customs Journal section.

Indonesia

——Foreign Trade Regulations of Indonesia. OBR 65-3. 11 pp. January 1965.
——Basic Data on the Economy of Indonesia. OBR 64-6. 23 pp. March 1964.†
See also Asia, Trade Lists section, and Economic Summary section.

Iran

——Iran: A Market for U.S. Products. 1966. 50 pp. 50¢.
——Basic Data on the Economy of Iran. OBR 66-20. May 1966. 14 pp.
——Foreign Trade Regulations of Iran. OBR 65-82. 7 pp. December 1965.
——Selling in Iran. OBR 64-86. 8 pp. July 1964.
——Market Factors in Iran. OBR 63-152. 8 pp. December 1963.†
——Investment Factors in Iran. OBR 63-15. 6 pp. January 1963.
Also see Trade Lists section, Economic Summary section, and International Customs Journal section.

Iraq

——Iraq. Trade Mission Report: special issue INTERNATIONAL COMMERCE. June 14, 1965. 35¢. For sale by Superintendent of Documents, Washington, D.C. 20402.
——Foreign Trade Regulations of Iraq. OBR 64-131. 7 pp. December 1964.
——Basic Data on the Economy of Iraq. OBR 63-154. 6 pp. December 1963.†
Also see Trade Lists section, Economic Summary section, and International Customs Journal section.

Ireland

——World Survey of Civil Aviation: Continental Europe and Ireland. July 1965. 57 pp. 25¢.
——Foreign Trade Regulations of Ireland. OBR 64-64. 7 pp. June 1964.
See also Europe, Trade Lists section, Economic Summary section, and International Customs Journal section.

Israel

——Selling in Israel. OBR 65-1. 7 pp. January 1965.
——Basic Data on the Economy of Israel. OBR 63-92. 14 pp. April 1963.†
Also see Trade Lists section, Economic Summary section, International Customs Journal section, and Trade Mission Report section.

Italy

——The Market for Toys and Games in Italy. OBR 66-6 (BDSA). 4 pp. March 1966.
——Selling in Italy. OBR 65-68. 12 pp. October 1965.
——Market Factors in Italy. OBR 65-23. 9 pp. April 1965.
——Foreign Trade Regulations of Italy. OBR 64-139. 7 pp. December 1964.
——Outlook for U.S. Type Residential Heating Equipment in Italy (BDSA). OBR 64-113. 4 pp. September 1964.

——Industry and Opportunity in Italy. 32 pp. 1963. 25¢. Trade mission report.†
See also Europe, Trade Lists section, Economic Summary section, Foreign Market Survey section, International Customs Journal section, Export Market Guides section, Market Share Reports section, List of Registered Voters section, and Trade Mission Report section.

Ivory Coast,

——Market for U.S. Products in the Ivory Coast. 87 pp. January 1966. 65¢.
——Foreign Trade Regulations of the West African Customs Union (Dahomey, Ivory Coast, Mali, Mauritania, Niger, Senegal, Upper Volta) and Togo. OBR 64-60. 11 pp. June 1964.
——Basic Data on the Economy of the Republic of the Ivory Coast. OBR 63-32. 20 pp. January 1963.
Also see Trade Lists section and Economic Summary section.

Jamaica

——Foreign Trade Regulations of Jamaica. OBR 65-15. 6 pp. March 1965.
Also see Trade Lists section and Economic Summary section.

Japan

——Establishing a Business in Japan. OBR 66-70. October 1966. 18 pp.
——Scientific, Industrial & Technical Instruments & Equipment in Japan. OBR 66-1. (BDSA) 5 pp. January 1966.
——The Japanese Watch and Clock Industry (BDSA). OBR 65-25. 4 pp. May 1965.
——Foreign Trade Regulations of Japan. OBR 65-11. 11 pp. March 1965.†
——The Japanese Motion Picture Industry (BDSA). OBR 65-6. 3 pp. January 1965.
——Market Information on Photographic Products in Japan (BDSA). OBR 65-4. 3 pp. December 1964.
——The Japanese Electronic Industries (BDSA). OBR 64-104. 8 pp. October 1964.
——Trade of United States, Western Europe, Canada & Japan in Manufactured Products, 1961-62. 1964. 3 volumes. 132 pp. 75¢ each. Available from Superintendent of Documents, Washington, D.C., 20402.
——Doing Business in Japan. 16 pp. 1962. 25¢. Trade mission report.†
——Trade of the U.S. with Japan. 1959-61. OBR 62-45. 4 pp.†
See also Asia and Oceania as well as Trade Lists section, Economic Summary section, Export Market Guide section, List of Registered Voters section, Foreign Market Survey section, and Market Share Reports section.

Jordan

——Foreign Trade Regulations of Jordan. OBR 64-115. 6 pp. September 1964.
——Basic Data on the Economy of Jordan. OBR 64-106. 7 pp. September 1964.
Also see Trade Lists section and International Customs Journal section.

Kenya

——Foreign Trade Regulations of East Africa (Kenya, Tanzania and Uganda). OBR 66-40. June 1966. 8 pp.
——East Africa: A Market for U.S. Products in Kenya, Uganda, Tanzania. 1966. 78 pp. 65¢.
——Basic Data on the Economy of Kenya. OBR 65-75. 16 pp. November 1965.
——East Africa, Do Business in Kenya, Tanganyika, Uganda. 52 pp. December 1963. 35¢. Trade mission report.
Also see Trade Lists section and Economic Summary section.

Korea, Republic of

——Investment Factors in the Republic of Korea. OBR 64-58. 16 pp. June 1964.
——Foreign Trade Regulations of the Republic of Korea. OBR 64-24. 8 pp. March 1964.†
——Economic Developments in the Republic of Korea, 1962. OBR 63-64. 7 pp. March 1963.†
See also Asia and Oceania, Trade Lists section, and Economic Summary section.

Kuwait

——Foreign Trade Regulations of Kuwait. OBR 66-13. 5 pp. April 1966.
——Basic Data on the Economy of Kuwait. OBR 63-146. 5 pp. December 1963.†
——Establishing a Business in Kuwait. OBR 63-91. 5 pp. April 1963.†
Also see Trade Lists section.

Laos

——Basic Data on the Economy of Laos. OBR 64-105. 10 pp. September 1964.
Also see Trade Lists section.

Latin America

——Market Profiles for the Latin America Area. 66-37. 15 pp. June 1966.
——U.S. Trade with 19 Latin American Republics, 1959-63. OBR 64-121. 16 pp. November 1964.

Lebanon

——Selling In Lebanon. OBR 66-39. 10 pp. June 1966.
——Basic Data on the Economy of Lebanon. OBR 65-79. 11 pp. December 1965.
——Lebanon. Trade Mission Report: special issue INTERNATIONAL COMMERCE. June 14, 1965. 35¢. For sale by Superintendent of Documents, Washington, D.C., 20402.
——Foreign Trade Regulations of Lebanon. OBR 65-13. 6 pp. March 1965.
——Market Factors in Lebanon. OBR 64-32. 7 pp. March 1964.
——Establishing a Business in Lebanon. OBR 62-41. 8 pp. December 1962.†
Also see Trade Lists section, Economic Summary section, and International Customs Journal section.

Liberia

——Establishing a Business in Liberia. OBR 66-44. 26 pp.
——Liberia, A Market for U.S. Products. 40 pp. 1965. 35¢.†
——Foreign Trade Regulations of Liberia. OBR 64-90. 6 pp. August 1964.
——Basic Data on the Economy of Liberia. OBR 64-42. 16 pp. April 1964.†
Also see Trade Lists section and Economic Summary section.

Libya

——Foreign Trade Regulations of the Kingdom of Libya. OBR 65-29. 6 pp. May 1965.
——Basic Data on the Economy of Libya. OBR 64-112. 24 pp. September 1964.
——Establishing a Business in Libya. OBR 63-116. 11 pp. August 1963.†
——Living Conditions in Libya. OBR 62-16. 8 pp. December 1962.†
——Market for U.S. Products in Libya. 65 pp. 1961. 50¢.†
See also Africa, Trade Lists section, Economic Summary section, International Customs Journal section, and Export Market Guide section.

Luxembourg

——Foreign Trade Regulations. OBR 64-26. March 1964. 11 pp.
See also Europe and Trade Lists section.

Madagascar

See Malagasy Republic and Economic Summary section.

Madeira Islands

See Trade Lists section.

Malagasy Republic

——Foreign Trade Regulations of Malagasy Republic. OBR 63-141. 7 pp. December 1963.†
——Investment Law of the Malagasy Republic. OBR 63-42. 6 pp. March 1963.†
See also Africa and Trade Lists section.

Malaya, Federation of

——Economic Development in the Federation of Malaya, 1962.

OBR 63-68. 4 pp. March 1963.†
Also see Foreign Market Survey section.

Malaysia

——Basic Data on the Economy of Malaysia. OBR 66-73.
——Foreign Trade Regulations of Malaysia. OBR 65-18. 12 pp. March 1965.
——Basic Data on the Economy of Malaysia. OBR 64-25. March 1964. 24 pp.
——Establishing a Business in Malaysia. OBR 64-78. 18 pp. June 1964.†
——Malaysia. Trade With. 36 pp. 1963. 25¢. Trade mission report.
Also see Trade Lists section, Economic Summary section, Export Market Guide section, and International Customs Journal section.

Malawi (Federation of Rhodesia and Nyasaland)

——Licensing and Exchange Controls of the Federation of Rhodesia and Nyasaland. OBR 63-12. 5 pp. January 1963.†
——Import Tariff System of the Federation of Rhodesia and Nyasaland. OBR 62-26. 2 pp. December 1962.†
——Preparing Shipments to the Federation of Rhodesia and Nyasaland. OBR 62-13. 8 pp. December 1962.†
See also Africa.

Mali

——Foreign Trade Regulations of the West African Customs Union (Dahomey, Ivory Coast, Mali, Mauritania, Niger, Senegal, Upper Volta) and Togo. OBR 64-60. 11 pp. June 1964.
Also see Trade Lists section, Economic Summary section, and International Customs Journal section.

Malta

——Basic Data on the Economy of Malta. OBR 64-125. 8 pp. November 1964.
——Preparing Shipments to Malta. Part 2, No. 62-26. 4 pp. May 1962. 10¢.†
Also see Trade Lists section.

Isle of Man

See International Customs Journal section.

Mauritania

——Foreign Trade Regulations of the West African Customs Union (Dahomey, Ivory Coast, Mali, Mauritania, Niger, Senegal, Upper Volta) and Togo. OBR 64-60. 11 pp. June 1964.
——Basic Data on the Economy of The Islamic Republic of Mauritania. OBR 63-6. 14 pp. January 1963.†
——Investment Law in the Islamic Republic of Mauritania. OBR 62-25. 4 pp. December 1962.†
Also see Trade Lists section and Economic Summary section.

Mauritius

See Trade Lists section and International Customs Journal section.

Mexico

——Foreign Trade Regulations of Mexico. OBR 66-62. October 1966. 8 pp.
——Establishing a Business in Mexico. OBR 65-71. October 1965. 20 pp.
——Mexico: A Market for U.S. Products. 1966. 65 pp. 50¢.
——Foreign Trade Regulations of Mexico. OBR 64-128. 7 pp. December 1964.†
——Market Information on Electronic Products in Mexico (BDSA). OBR 64-109. 4 pp. September 1964.
——Basic Data on the Economy of Mexico. OBR 64-13. 24 pp. February 1964.
Also see Trade Lists section, Economic Summary section, Foreign Market Survey section, Export Market Guide section, and List of Registered Visitors section.

Miscellaneous

——GATT: General Agreement on Tariffs and Trade. Describes the GATT and how it lowers tariff barriers. 16 pp. 1964. 25¢. Available from Superintendent of Documents, Washington, D.C. 20402.

Morocco

——Basic Data on the Economy of Morocco. OBR 66-48. July 1966. 21 pp. July 1966.
——Establishing a Business in Morocco. OBR 65-17. 12 pp. March 1965.
——Morocco, A Market for U.S. Products. 64 pp. 1964. 40¢.
——Foreign Trade Regulations of Morocco. OBR 63-110. 7 pp. July 1963.
——Living Conditions in Morocco. OBR 63-89. 7 pp. April 1963.
——Preparing Shipments to Morocco. OBR 63-45. 6 pp. February 1963.
Also see Trade Lists section, Economic Summary section, and International Customs Journal section.

Mozambique

See Africa and Trade Lists section.

Near East

——Market Profiles for the Near East and South Asia. OBR 66-35. 18 pp. 1966.

Nepal

——Basic Data on the Economy of Nepal. OBR 63-103. 13 pp. July 1963.†
See also Asia, Trade Lists section, and Economic Summary section.

Netherlands

See also Benelux.
——Basic Data on the Economy of the Netherlands. OBR 65-9. 17 pp. February 1965.
——Selling in the Netherlands. OBR 64-133. 16 pp. December 1964.
——What Can You Sell in The Netherlands. OBR 64-101. 9 pp. September 1964.†
——Outlook for American Gas Appliances and Equipment in the Netherlands (BDSA). OBR 64-96. 11 pp. August 1964.
——Market Factors in the Netherlands. OBR 64-67. 12 pp. June 1964.†
——Foreign Trade Regulations of Netherlands. OBR 64-31. 7 pp. March 1964.
——Establishing a Business in Netherlands. OBR 64-1. 12 pp. January 1964.†
——Marking and Labeling Requirements of the Netherlands. Part 2, No. 61-56. 3 pp. September 1961. 10¢. (Superseded WTIS, Part 2, No. 57-118).†
See also Europe as well as Trade Lists section, Economic Summary section, Export Market Guide section, and Foreign Market Survey section.

Netherlands Antilles

See Trade Lists section and Economic Summary section.

New Zealand

——Basic Data on the Economy of New Zealand. OBR 64-118. 20 pp. September 1964.†
——Foreign Trade Regulations of New Zealand. OBR 64-4. 10 pp. January 1964.†
——New Zealand, Selling to. 32 pp. 1964. 25¢ Trade mission report.
Also see Trade Lists section, Economic Summary section, and International Customs Journal section.

Nicaragua

——Basic Data on the Economy of Nicaragua. OBR 65-42. 22 pp. June 1965.
——Foreign Trade Regulations of Nicaragua. OBR 64-62. 8 pp. June 1964.†
——Investment in Nicaragua. OBR 62-14. 9 pp. December 1962.†
Also see Trade Lists section, and Economic Summary section.

Niger

——Foreign Trade Regulations of the West African Customs Union (Dahomey, Ivory Coast, Mali, Mauritania, Niger, Senegal, Upper Volta) and Togo. OBR 64-60. 11 pp. June 1964.
——Investment Law in the Republic of Niger. OBR 63-105. 4 pp. July 1963.
Also see Trade Lists section.

Nigeria

——Establishing a Business in Nigeria. OBR 65-21. 18 pp. April 1965.
——Basic Data on the Economy of Nigeria. OBR 64-47. 19 pp. April 1964.†
——Nigeria, a Market for U.S. Products. 72 pp. 1964. 50¢. (Available from Commerce Department).
——Foreign Trade Regulations of Nigeria. OBR 63-122. 10 pp. September 1963.†
——Living Conditions in Nigeria. OBR 63-14. 6 pp. January 1963.†
See also Africa, Trade Lists section, Economic Summary section, and International Customs Journal section.

Norway

——Selling in Norway. OBR 65-61. 8 pp. August 1965.
——Foreign Trade Regulations of Norway. OBR 64-137. 8 pp. December 1964.
——Basic Data on the Economy of Norway. OBR 64-65. 13 pp. June 1964.
——Norway and Denmark, Sell U.S. Goods In. 19 pp. 1963. 25¢. A trade mission report.†
See also Europe, Trade Lists section, Economic Summary section, and International Customs Journal section.

Nyasaland

See Malawi and Trade Lists section.

Pakistan

——Establishing a Business in Pakistan. OBR 66-67. 14 pp. October 1966.
——Basic Data on the Economy of Pakistan. OBR 66-29. May 1966. 18 pp.
——Foreign Trade Regulations of Pakistan. OBR 65-31. 9 pp. June 1965.
——Market Factors in Pakistan. OBR 65-24. 9 pp. April 1965.
——Selling in Pakistan. OBR 64-114. 11 pp. September 1964.
See also Asia, Trade Lists section, International Customs Journals section, and Economic Summary section.

Panama

——Market Factors in Panama. OBR 66-51. 20 pp. July 1966.
——Foreign Trade Regulations of Panama. OBR 63-119. 8 pp. September 1963†.
Also see Trade Lists section, International Customs Journal section, and Economic Summary section.

Paraguay

——Basic Data on the Economy of Paraguay. OBR 64-135. 12 pp. December 1964.
——Foreign Trade Regulations of Paraguay. OBR 63-144. 7 pp. December 1963.
Also see Trade Lists section, International Customs Journal section, and Economic Survey section.

Peru

——Peru: A Market for U.S. Products. 1961. 62 pp. 40¢.
——Establishing a Business in Peru. OBR 66-68. 27 pp. October 1966.
——Principal Manufacturing Industries in Peru, Part 1. OBR 65-58-A. 20 pp. Sept. 1965.†
——Principal Manufacturing Industries in Peru, Part 2. OBR 65-58-B. 42 pp. Sept. 1965.†
——Basic Data on the Economy of Peru. OBR 65-46. 22 pp. July 1965
——Foreign Trade Regulations of Peru. OBR 64-99. 8 pp. September 1964.
——Market Factors in Peru. OBR 64-76. 12 pp. June 1964.
See also Export Market Guides section, Trade Lists section, International Customs Journal section, and Economic Summary section.

Philippines

——Philippines: A Market for U.S. Products. 1965. 76 pp. 55¢.
——Establishing a Business in the Philippines. OBR 65-89. 16 pp. December 1965.
——Basic Data on the Economy of the Philippines. OBR 64-7. 20 pp. February 1964.†
——Economic Developments in the Philippines, 1962. OBR 63-46, 9 pp. March 1963.†
See also Asia and Oceania, Trade Lists section, International Customs Journal section, and Economic Summary section.

Poland

——Basic Data on the Economy of Poland. OBR 65-65. 23 pp. September 1965.
Also see Trade Lists section.

Portugal

——Foreign Trade Regulations of Portugal. 66-61. 8 pp. October 1966.
See also Europe, Trade Lists section, International Customs Journal section, and Economic Summary section.

Reunion Island

See International Customs Journal section and Trade Lists section.

Rhodesia, Southern

See Trade Lists section and Economic Summary section.

Romania

——Basic Data on the Economy of Romania. OBR 64-88. 16 pp. August 1964.†
Also see Trade Lists section.

Rwanda

——Import Tariff System of the Republic of Rwanda and the Kingdom of Burundi. OBR 63-17. 2 pp. January 1963.†
Also see Trade Lists section and International Customs Journal section.

Ryukyu Islands

——Basic Data on the Economy of the Ryukyu Islands. OBR 63-124. 14 pp. October 1963.†

St. Pierre & Miquelon

See Trade Lists section.

Saudi Arabia

——Saudi Arabia: A Market for U.S. Products. 1962. 44 pp. 40¢.
——Foreign Trade Regulations of Saudi Arabia. OBR 66-58. 5 pp. September 1966.
——Basic Data on the Economy of Saudi Arabia. OBR 64-40. 6 pp. April 1964.†
——Preparing Shipments to Saudi Arabia. OBR 62-28. 5 pp. December 1962.†
Also see Trade Lists section and Economic Summary section.

Scandinavia

See Export Market Guide section.

Senegal

——Foreign Trade Regulations of the West African Customs Union (Dahomey, Ivory Coast, Mali, Mauritania, Niger, Senegal, Upper Volta) and Togo. OBR 64-60. 11 pp. June 1964.
——Investment Law of the Republic of Senegal. OBR 62-31. 6 pp. December 1962.†
See also section, U.S. Army Area Handbooks, and Trade Lists section.

Siam

See Thailand.

Sierra Leone

See Africa, Trade Lists section, and Economic Summary section.

Singapore

——Establishing a Business in Singapore. OBR 66-27. May 1966. 10 pp.
——Market Factors in Singapore. 19 pp. 1965. 25¢.†
——Foreign Trade Regulations of Malaysia. OBR 65-18. 12 pp. March 1965.
——Basic Data on the Economy of Malaysia. OBR 64-25. March 1964. 24 pp.†
——Living Conditions in Singapore. OBR 63-22. 11 pp. March 1963.
See also Asia, and Economic Summary section.

Somali Republic

——Basic Data on the Economy of the Republic of Somali. OBR 65-8 (including erratum). 13 pp. February 1965.
——Import Tariff System of the Somali Republic. OBR 63-87. 2 pp. April 1963.†
See also Africa and Trade Lists section.

South Africa

——Basic Data on the Economy of the Republic of South Africa. OBR 66-71.
——Establishing a Business in the Rep. of South Africa. OBR 65-38. 15 pp. June 1965.
——Foreign Trade Regulations of South Africa. OBR 64-92. 7 pp. August 1964.
See also Africa, Trade Lists section, and International Customs Journal section.

South Asia

——Market Profiles for the Near East and South Asia. OBR 66-35. 18 pp. June 1966.

Southeast Asia

See Export Market Guide section.

Southern Rhodesia

——Basic Data on the Economy of Southern Rhodesia. OBR 65-70. 6 pp. October 1965.
——Licensing and Exchange Controls of the Federation of Rhodesia and Nyasaland. OBR 63-12. 5 pp. January 1963.†
——Import Tariff System of the Federation of Rhodesia and Nyasaland. OBR 62-26. 2 pp. December 1962.†
——Preparing Shipments to the Federation of Rhodesia and Nyasaland. OBR 62-13. 8 pp. December 1962.†
See also Africa.

Spain

——Market Information on Electronic Products in Spain (BDSA). OBR 64-87. 5 pp. September 1964.
——Selling in Spain. OBR 65-30. 7 pp. May 1965.
——Foreign Trade Regulations of Spain. OBR 64-51. 8 pp. May 1964.
——Basic Data on the Economy of Spain. OBR 63-157. 19 pp. December 1963.†
——Establishing a Business in Spain. OBR 63-140. 9 pp. November 1963.†
——Doing Business in Spain. 35 pp. 1963. 25¢. Trade mission report.†
See also Europe, as well as Trade Lists section, International Customs Journal section, Foreign Market Survey section, Economic Summary section, and Export Market Guide section.

Soviet Bloc

——Basic Data on the Economy of the Union of Soviet Socialist Republics. OBR 66-9. April 1966.
——Trade of the United States With the Sino-Soviet Bloc, 1962-64. OBR 65-44. 16 pp. June 1965.

Sudan

——Sudan: A Market for U.S. Products. 1962. 47 pp. 40¢.
——Foreign Trade Regulations of Sudan. OBR 66-63. 7 pp. October 1966.
——Market Data on Business Machines in Sweden. OBR 66-16. (BDSA). 6 pp. April 1966.
——Basic Data on the Economy of Sudan. OBR 63-166. 15 pp. December 1963.†
See also Africa, Trade Lists section, and Economic Summary section.

Surinam

See Trade Lists section and Economic Summary section.

Sweden

——Basic Data on the Economy of Sweden. OBR 66-26. May 1966. 17 pp.
——Market Information on Material Handling Equipment and Automated Warehousing Systems in Sweden (BDSA). OBR 65-67. 5 pp. September 1965.
——Establishing a Business in Sweden. OBR 65-62. 12 pp. August 1965.
——Foreign Trade Regulations of Sweden. OBR 65-14. 9 pp. March 1965.
——Market Information on Electronic Products in Sweden. (BDSA). OBR 64-93. 6 pp. August 1964.
——Sweden, Export To. A supplement to International Commerce. 14 pp. 1963. 25¢. A trade mission report.†
——Patent and Trademark Regulations of Sweden. OBR 62-33. 6 pp. December 1962.†
See also Europe as well as Trade Lists section, International Customs Journal section, Export Market Guides section, Foreign Market Survey section, and Economic Summary section.

Switzerland

——Foreign Trade Regulations of Switzerland. OBR 65-10. 6 pp. February 1965.
——Selling in Switzerland. OBR 64-108. 13 pp. September 1964.
——Market Factors in Switzerland. OBR 64-34. 16 pp. March 1964.
——Basic Data on the Economy of Switzerland. OBR 66-42. 13 pp. July 1962.
See also Europe as well as International Customs Journal section, Trade Lists section, Export Market Guide section, and Economic Summary section.

Syrian Arab Republic

——Foreign Trade Regulations of the Syrian Arab Republic. OBR 65-52. 8 pp. July 1965.
——Basic Data on the Economy of Syria. OBR 63-165. 7 pp. December 1963.†
Also see Trade Lists section and Economic Summary section.

Taiwan

——Foreign Trade Regulations of Taiwan. OBR 64-89. 9 pp. September 1964.
——Basic Data on the Economy of Taiwan. OBR 63-34. 27 pp. February 1963.
——Economic Developments in Taiwan (Formosa), 1962. OBR 63-36. 6 pp. February 1963.†
See also Asia, Trade Lists section, and Economic Summary section.

Tanzania

——East Africa: A Market for U.S. Products in Kenya, Uganda, Tanzania. 1966. 78 pp. 65¢.
——Foreign Trade Regulations of East Africa (Kenya, Tanzania and Uganda). OBR 66-40. 8 pp. June 1966.
——Basic Data on the Economy of Tanzania. OBR 66-4. 17 pp. February 1966.
——East Africa, Do Business in Kenya, Tanganyika, Uganda. 52 pp. December 1963. 35¢. Trade mission report.
See also Africa, East Africa, and Trade Lists section.

Thailand

——Thailand: A Market for U.S. Products. 1962. 92 pp. 55¢.
——Basic Data on the Economy of Thailand. OBR 66-60. 31 pp. September 1966.
——Market Factors in Thailand. OBR 66-52. 9 pp. July 1966.
——Foreign Trade Regulations of Thailand. OBR 64-54. 8 pp. June 1964.
——Establishing a Business in Thailand. OBR 63-27. 10 pp. January 1963.†
See also Asia, Trade Lists section, Economic Summary section, International Customs Journal section, Foreign Market Survey section, List of Registered Visitors section, and Export Market Guides section.

Tobago

——Basic Data on the Economy of Trinidad and Tobago. OBR 65-87. 13 pp. December 1965.
——Foreign Trade Regulations of Trinidad and Tobago. OBR 65-33. 4 pp. June 1965.

Togo

——Foreign Trade Regulations of the West African Customs Union (Dahomey, Ivory Coast, Mali, Mauritania, Niger, Senegal, Upper Volta) and Togo. OBR 64-60. 11 pp. June 1964
Also see Trade Lists section and Economic Summary section.

Trinidad

——Basic Data on the Economy of Trinidad and Tobago. OBR 65-87. 13 pp. December 1965.
——Foreign Trade Regulations of Trinidad and Tobago. OBR 65-33. 4 pp. June 1965.
Also see Trade Lists section.

Tunisia

——Foreign Trade Regulations of Tunisia. OBR 65-56. 5 pp. July 1965.
See also Africa, Trade Lists section, International Customs Journal section, and Economic Summary section.

Turkey

——Market Factors in Turkey. OBR 65-63. 10 pp. August 1965.
——Selling in Turkey. OBR 64-97. 8 pp. September 1964.
——Foreign Trade Regulations of Turkey. OBR 64-52. 6 pp. May 1964.
——Investment Factors in Turkey. OBR 63-137. 11 pp. Nov. 1963.†
Also see Trade Lists section, Economic Summary section, and International Customs Journal section.

Uganda

——East Africa: a Market for U.S. Products in Kenya, Uganda, Tanzania. 1966. 78 pp. 65¢.
——Foreign Trade Regulations of East Africa (Kenya, Tanzania and Uganda). OBR 66-40. 8 pp. June 1966.
——Basic Data on the Economy of Uganda. OBR 66-19. 17 pp. April 1966.
——East Africa, Do Business in Kenya, Tanganyika, Uganda. 52 pp. December 1963. 35¢. Trade mission report.
Also see Trade Lists section and Economic Summary section.

Union of Soviet Socialist Republics

——Basic Data on the Economy of U.S.S.R. OBR 66-9. 27 pp. April 1966.†
Also see International Customs Journal section, Trade Lists section, and Market Share Reports section.

United Arab Republic

——The Import Market for Food Products in the United Arab Republic. OBR 66-75. (BDSA).
——Foreign Trade Regulations of United Arab Republic. OBR 66-59. 7 pp. September 1966.
——Market Factors in the U.A.R. OBR 64-117. 7 pp. September 1964.
——Selling in the United Arab Republic. OBR 63-160. 8 pp. December 1963.†
——Foreign Trade Regulations of the United Arab Republic. OBR 63-143. 6 pp. December 1963.
——Basic Data on the Economy of the United Arab Republic (Egypt). OBR 63-95. 13 pp. April 1963.†
See also Africa as well as U.S. Army Area Handbooks, Trade Lists section, Economic Summary section, and International Customs Journal section.

United Kingdom

See also Great Britain and Northern Ireland.
——Basic Data on the Economy of the United Kingdom. OBR 66-50. 16 pp. July 1966.
——World Survey of Civil Aviation: United Kingdom. 1965. 16 pp. 15¢.†
——The Market for Residential Central Heating Equipment in the United Kingdom. OBR 66-18 (BDSA). 4 pp. April 1966.
——Selling in the United Kingdom. OBR 65-26. 12 pp. May 1965.
——Market Information on Electronic Products in the United Kingdom (BDSA). OBR 64-95. 4 pp. August 1964.
——Establishing a Business in the United Kingdom. OBR 64-46. 7 pp. April 1964.†
——Foreign Trade Regulations of the United Kingdom. OBR 64-14. 8 pp. February 1964.
Also see Trade Lists section, Market Share Reports section, Export Market Guides section, and Foreign Market Survey section.

United States

See International Customs Journal section.

Trade by Countries

——Trade of the U.S. with Japan 1959-61. OBR 62-45. 4 pp.
——U.S. Trade with Asia. 1963-64. OBR 65-59. 28 pp.
——U.S. Trade With the 19 Latin American Republics, 1959-1963. OBR 64-121. 16 pp. November 1964.
——U.S. Trade With the European Free Trade Association, 1959-1963. OBR 64-103. 28 pp. October 1964.
——U.S. Trade With the European Economic Community, 1962-1963. OBR 64-81. 28 pp. August 1964.
——Trade of the United States with Sino-Soviet Block. 1962-64. OBR 65-44. 16 pp. July 1965.
——U.S. Trade with Cuba, 1960-63. OBR 64-44. 4 pp. May 1964.
——Trade of United States, Western Europe, Canada and Japan in Manufactured Products 1961-62. 3 volumes. 132 pages. 1964. 75¢ each. Available from Superintendent of Documents, Washington, D.C. 20402.

Trade by Areas

——U.S. Trade with Major World Areas, Semiannual 1965 and January-June 1966. OBR 66-66.
——U.S. Trade with Major World Areas, 1964-65. OBR 66-57. 15 pp. September 1966.
——Trade of the U.S. with Communist Areas in Eastern Europe and Asia, 1963-65. OBR 66-56. 16 pp. August 1966.
——U.S. Trade with Asia, 1963-1964. OBR 65-59. 28 pp. August 1965.
——U.S. Trade With Major World Areas, January-September 1964. OBR 64-130. 16 pp. December 1964.
——U.S. Trade With Major World Areas, January-June 1964. OBR 64-119. 16 pp. October 1964.
——U.S. Trade With Major World Areas, January-December 1964. OBR 65-35. 20 pp. June 1965.†
——U.S. Trade With Major World Areas, January-December 1963. OBR 64-48. 15 pp. May 1964.†
——U.S. Trade With Major World Areas, January-June 1963. OBR 63-139. 8 pp. December 1963.†
——United States Trade With Major World Areas, January-March 1963. OBR 63-127. 8 pp. October 1963.

Foreign Trade Reports

——Contribution of Imports to U.S. Food Supplies, 1961, and Comparisons with 1957-60. OBR 63-51. 4 pp. February 1963.†
——Contribution of Imports to U.S. Raw Material Supplies, 1961. OBR 63-8. 8 pp. January 1963.†

——Exports in Relation to U.S. Production, 1962. OBR 63-118. 4 pp. August 1963.
——U.S. Imports of Free and Dutiable Goods and Average Rates of Duty, 1961. OBR 62-29. 4 pp. December 1962.†
——U.S. Share of World Markets for Manufactured Products. 32 pp. 25¢. Available from Superintendent of Documents, Washington, D.C. 20402.

Trade Summaries

——U.S. Imports of Free and Dutiable Goods and Average Rates of Duty, 1962-64. OBR 66-5. 16 pp. February 1966.
——U.S. Foreign Trade, January-September, 1965. OBR 65-85. 23 pp. December 1965.
——U.S. Foreign Trade, January-September 1964. OBR 64-129. 24 pp. December 1964.
——U.S. Foreign Trade, 1958-1965. OBR 66-49. 26 pp. August 1966.
——U.S. Foreign Trade, January-August 1964. OBR 64-123. 23 pp. November 1964.
——U.S. Foreign Trade, January-June 1964. OBR 64-102. 24 pp. October, 1964.
——U.S. Foreign Trade, January-May 1964. OBR 64-91. 32 pp. September 1964.
——U.S. Foreign Trade, January-March 1964. OBR 64-72. 24 pp. July 1964.
——U.S. Foreign Trade, January-December 1963. OBR 64-43. 28 pp. May 1964.†
——U.S. Foreign Trade, January-September 1963. OBR 64-2. 12 pp. February 1964.
——U.S. Foreign Trade, January-August 1963. OBR 63-136. 12 pp. December 1963.†
——U.S. Foreign Trade, January-June 1963. OBR 63-121. 12 pp. September 1963.†
——U.S. Foreign Trade, January-May 1963. OBR 63-114. 12 pp. August 1963.
——U.S. Foreign Trade. January-March 1963. OBR 63-111. 20 pp. July 1963. (Initial OBR report on data in revised SITC commodity series—annual 1956-62; quarterly 1961-March 1963; monthly 1962-March 1963. Country data monthly 1962-March 1963.)
——Leading Commodities in U.S. Foreign Trade in 1963. OBR 64-69. 12 pp. July 1964.

Upper Volta

——Basic Data on the Economy of Upper Volta. OBR 65-7. 6 pp. January 1965.
——Foreign Trade Regulations of the West African Customs Union (Dahomey, Ivory Coast, Mali, Mauritania, Niger, Senegal, Upper Volta) and Togo. OBR 64-60. 11 pp. June 1964.
——Investment Law in the Republic of Upper Volta. OBR 63-106. 4 pp. July 1963.†
Also see Trade Lists section.

Uruguay

——Foreign Trade Regulations of Uruguay. OBR 66-14. 8 pp. April 1966.
——Basic Data on the Economy of Uruguay. OBR 63-148. 8 pp. Dec. 1963.†
Also see Trade Lists section and Economic Summary section.

Venezuela

——Venezuela: A Market for U.S. Products. 1964. 65 pp. 50¢
——Principal Manufacturing Industries in Venezuela. OBR 65-45. 31 pp. August 1965.
——Establishing a Business in Venezuela. OBR 64-141. 19 pp. December 1964.
——Foreign Trade Regulations of Venezuela. OBR 64-73. 8 pp. June 1964. (Revised Oct. 1965).
——Venezuela, A Market for U.S. Products. 132 pp. 1964. 50¢.
——Venezuela, Trade With. 29 pp. 1964. 25¢. Trade Mission report.
See also U.S. Army Area Handbooks, and Trade Lists section, Export Market Guides section, International Customs Journal section, and Economic Summary section.

Viet-Nam

——Foreign Trade Regulations of Viet-Nam. OBR 64-49. 8 pp. May 1964.
——Basic Data on the Economy of Viet-Nam. OBR 63-5. 21 pp. March 1963.†
See also Asia and Trade Lists section, as well as U.S. Army Area Handbooks.

West African Customs Union and Togo

——Foreign Trade Regulations of West African Customs Union (Dahomey, Ivory Coast, Mali, Mauritania, Niger, Senegal, Upper Volta) and Togo. OBR 64-60. 11 pp. June 1964.

Western Europe

——Market Profiles: Western Europe and Canada. OBR 66-47. 22 pp. July 1966.
——Market Profiles: Western Europe and Canada. OBR 65-34. 20 pp. July 1965.
——Gas Characteristics and Factors of Gas Distribution in Western Europe (BDSA). OBR 65-28. 10 pp. July 1965.
Also see Market Share Reports section.

Yugoslavia

——Selling in Yugoslavia. OBR 66-11. 8 pp. April 1966.
——Foreign Trade Relations of Yugoslavia. OBR 65-49. 8 pp. July 1965.
——Market Factors in Yugoslavia. OBR 64-140. 8 pp. December 1964.
——Basic Data on the Economy of Yugoslavia. OBR 64-83. 14 pp. July 1964.†
See also Europe and Trade Lists section.

Zambia

——Basic Data on the Economy of Zambia. OBR 65-57. 9 pp. July 1965.
See also International Customs Journal section and Trade Lists section.

OBR: Selling in (by Country)

Africa (selected countries): Government Procurement Practices. OBR 66-65. 12 pp.

Austria, OBR 64-70, June 1964. 12 pp.

Denmark, OBR 66-72, October 1966. 13 pp.

Egypt. *See* United Arab Republic.

France, OBR 65-73, October 1965. 18 pp.

Germany, OBR 65-64, August 1965. 18 pp.

Greece: Government Procurement Procedures, OBR 65-66, September 1965. 6 pp.

India: Government Procurement Procedures, OBR 64-134, December 1964. 16 pp.

Iran, OBR 64-86, July 1964. 8 pp.

Israel, OBR 65-1, January 1965. 7 pp.

Italy, OBR 65-68, October 1965. 12 pp.

Netherlands, OBR 64-133, December 1964. 16 pp.

Norway, OBR 65-61, August 1965. 8 pp.

Pakistan, OBR 64-114, September 1964. 11 pp.

Spain, OBR 65-30, May 1965. 7 pp.

Switzerland, OBR 64-108, September 1964. 13 pp.

Turkey, OBR 64-97, September 1964. 8 pp.

United Arab Republic, OBR 63-160, December 1963. 8 pp.

United Kingdom, OBR 65-26, May 1965. 12 pp.

Yugoslavia, OBR 66-11, April 1966. 8 pp.

OBR: Living Conditions (by Country)

Australia, OBR 63-11, January 1963. 10 pp.

East Africa, OBR 63-100, April 1963. 7 pp.

Greece, OBR 63-4, January 1963. 9 pp.

Guatemala, OBR 63-20, January 1963. 11 pp.

Kenya. *See* East Africa.

Libya, OBR 62-16, December 1962, 8 pp.

Morocco, OBR 63-89, April 1963. 7 pp.

Netherlands Antilles, OBR 63-35, February 1963. 10 pp.

Nigeria, OBR 63-14, January 1963. 6 pp.

Singapore, OBR 63-22, March 1963. 11 pp.

Tanganyika. *See* East Africa.

Uganda. *See* East Africa.

Sweden, OBR 62-7, November 1962. 7 pp.†

OBR: Market Profiles (by Country or Geographic Area)

Africa, OBR 66-36, June 1966. 40 pp.

American Republics, OBR 65-55. August 1965. 22 pp.

Canada, Western Europe and OBR 66-47, July 1966. 22 pp.

Far East, OBR 66-55. August 1966. 16 pp.

Far East, OBR 65-12, March 1965. 15 pp.

Near East and South Asia, OBR 66-35. June 1966. 18 pp.

OBR: Basic Data (by Country)

Aden and the Federation of South Arabia, OBR 64-71, June 1964. 5 pp.

Afghanistan, OBR 66-34, June 1966. 8 pp.

Algeria, OBR 65-39, June 1965. 16 pp.

Arabia. *See* Saudi Arabia.

Argentina, OBR 63-84, March 1963. 24 pp.

Australia, OBR 63-38, March 1963. 20 pp.

Austria, OBR 66-24, May 1966. 26 pp.

Bahama Islands, OBR 64-38, April 1964. 12 pp.

Barbados, OBR 64-68, June 1964. 9 pp.†

Belgium, OBR 64-15, February 1964. 18 pp.†

Brazil, OBR 64-75, June 1964. 24 pp.†

British Honduras, OBR 64-63, June 1964. 8 pp.

British Leeward Islands, OBR 64-16, February 1964. 8 pp.

British Pacific Islands, OBR 63-153, December 1963. 23 pp.

British Virgin Islands, OBR 64-110, September 1964. 5 pp.

Bulgaria, OBR 65-40, June 1965. 12 pp.

Burma, OBR 63-162, December 1963. 7 pp.

Cambodia, OBR 65-19, March 1965. 12 pp.

Central African Republic, OBR 63-161, December 1963. 11 pp.

Ceylon, OBR 63-90, April 1963, 18 pp.

Chad, OBR 64-53, June 1964. 8 pp.

Colombia, OBR 66-45, May 1966. 21 pp.

Congo (Brazzaville), OBR 64-100, November 1964. 12 pp.

Congo (Kinshasa), OBR 65-50, July 1965. 11 pp.

Costa Rica, OBR 63-158, December 1963. 17 pp.†

Cyprus, OBR 63-16, January 1963. 14 pp.

Czechoslovakia, OBR 66-30, May 1966. 19 pp.

† Indicates OBR is only available from U.S. Department of Commerce. Single Copies. 15¢ each.

Dahomey, OBR 64-36, April 1964. 9 pp.†

Denmark, OBR 65-88, December 1965. 17 pp.

Dominican Republic, OBR 64-80, June 1964. 22 pp.

Ecuador, OBR 64-74, June 1964. 10 pp.†

Egypt. *See* United Arab Republic.

Ethiopia, OBR 63-117, August 1963. 19 pp.

Fiji Islands. *See* British Pacific Islands.

Finland, OBR 66-74, October 1966. 17 pp.

Formosa. *See* Taiwan.

French Guiana, OBR 64-111, September 1964. 6 pp.

Gabon, OBR 63-125, October 1963. 13 pp.

Germany, Federal Republic of, OBR 63-156, December 1963. 20 pp.†

Ghana, OBR 62-9, November 1962. 10 pp.

Greece, OBR 64-20, February 1964. 14 pp.

Guatemala, OBR 66-31, May 1966. 22 pp.

Honduras, OBR 65-36, June 1965. 20 pp.

Hungary, OBR 64-37, April 1964. 19 pp.

India, OBR 65-81, December 1965. 21 pp.

Indonesia, OBR 64-6, March 1964. 23 pp.

Iran, OBR 66-20, May 1966. 14 pp.

Iraq, OBR 63-154, December 1963. 6 pp.

Israel, OBR 63-92, April 1963. 14 pp.

Ivory Coast, OBR 63-32, January 1963. 20 pp.

Jordan, OBR 64-106, September 1964. 7 pp.

Kenya, OBR 65-75, November 1965. 16 pp.

Kuwait, OBR 63-146, December 1963. 5 pp.

Laos, OBR 64-105, September 1964. 10 pp.

Lebanon, OBR 65-79, December 1965. 11 pp.

Liberia, OBR 64-42, April 1964. 16 pp.†

Libya, OBR 64-112, September 1964. 24 pp.

Malaysia, OBR 66-73, October 1966. 30 pp.

Malta, OBR 64-125, November 1964. 8 pp.

Mauritania, OBR 63-6, January 1963. 14 pp.†

Mexico, OBR 64-13, February 1964. 24 pp.

Morocco, OBR 66-48, July 1966.

Nepal, OBR 63-103, July 1963. 13 pp.

Netherlands, OBR 65-9, February 1965. 17 pp.

New Zealand, OBR 64-118, September 1964. 20 pp.

Nicaragua, OBR 65-42, June 1965. 22 pp.

Nigeria, OBR 64-47, April 1964. 19 pp.

Norway, OBR 64-65, June 1964. 13 pp.

Pakistan, OBR 66-29, May 1966. 18 pp.

Paraguay, OBR 64-135, December 1964. 12 pp.

Peru, OBR 65-46, July 1965. 22 pp.

Philippines, OBR 64-7, February 1964. 20 pp.†

Poland, OBR 65-65, September 1965. 23 pp.

Romania, OBR 64-88, August 1964. 16 pp.†

Ryukyu Islands, OBR 63-124, October 1963. 14 pp.†

Saudi Arabia, OBR 64-40, April 1964. 6 pp.†

Singapore, OBR 64-25, March 1964. 24 pp.

Somali, OBR 65-8, February 1965. 13 pp.

South Africa, Republic of, OBR 66-71. 24 pp.

South Arabia, Federation of. *See* Aden.

Southern Rhodesia, OBR 65-70, October 1965. 6 pp.

Spain, OBR 63-157, December 1963. 19 pp.†

Sudan, OBR 63-166, December 1963. 15 pp.

Sweden, OBR 66-26, May 1966. 17 pp.

Switzerland, OBR 66-42, July 1966. 13 pp.

Syrian Arab Republic, OBR 63-165, December 1963. 7 pp.

Taiwan, OBR 63-34, February 1963. 27 pp.

Tanzania, OBR 66-4, February 1966. 17 pp.

Thailand, OBR 66-60. September 1966. 31 pp.

Trinidad and Tobago, OBR 65-87, December 1965. 13 pp.

Tunisia, OBR 63-151, January 1964. 13 pp.

Uganda, OBR 66-19, April 1966, 17 pp.

U.S.S.R., OBR 66-9, April 1966. 27 pp.

United Arab Republic (Egypt), OBR 63-95, April 1963. 13 pp.†

United Kingdom, OBR 66-50, July 1966. 16 pp.

Upper Volta, OBR 65-7, January 1965. 6 pp.

Uruguay, OBR 63-148, December 1963. 8 pp.

Viet Nam, OBR 63-5, March 1963. 21 pp.

Yugoslavia, OBR 64-83, July 1964. 14 pp.†

Zambia, OBR 65-57, July 1965. 9 pp.

OBR: Foreign Trade Regulations (by Country)

Algeria, OBR 64-122, November 1964. 8 pp.†

Argentina, OBR 66-21, May 1966. 7 pp.

Australia, OBR 63-129, October 1963. 11 pp.†

Austria, OBR 64-57, June 1964. 7 pp.

Belgium-Luxembourg, OBR 64-26, March 1964. 11 pp.†

Bolivia, OBR 63-147, December 1963. 7 pp.

Brazil, OBR 66-28, May 1966. 8 pp.

Cambodia, OBR 65-2, January 1965. 7 pp.

Cameroon, Equatorial Customs Union and (Central African Republic, Republic of Chad, Congo, Gabon), OBR 64-98, September 1964. 11 pp.

Central African Republic. *See* Cameroon.

Ceylon, OBR 64-116. September 1964. 7 pp.

Chad. *See* Cameroon.

Chile, OBR 65-84, December 1965. 8 pp.

Colombia, OBR 66-2, January 1966. 10 pp.

Congo (Brazzaville). *See* Cameroon.

Congo, (Kinshasa), OBR 64-61, June 1964. 5 pp.

Costa Rica, OBR 63-155, December 1963. 8 pp.

Cyprus, OBR 65-83, December 1965. 5 pp.

Dahomey. *See* Togo.

Denmark, OBR 65-32, June 1965. 8 pp.

East Africa (Kenya, Tanzania and Uganda), OBR 66-40. June 1966. 8 pp.

Ecuador, OBR 66-43. July 1966. 7 pp.

Egypt. *See* United Arab Republic.

El Salvador, OBR 66-17, April 1966. 6 pp.

Ethiopia, OBR 66-12, April 1966. 7 pp.

Finland, OBR 64-132, December 1964. 8 pp.

Formosa. *See* Taiwan.

France, OBR 64-136, December 1964. 9 pp.

Gabon. *See* Cameroon.

Germany, OBR 64-55, June 1964. 10 pp.

Ghana, OBR 63-135, November 1963. 6 pp.

Greece, OBR 64-66, June 1964. 8 pp.

Guatemala, OBR 64-50, May 1964. 8 pp.

Guyana, OBR 66-64, October 1966. 4 pp.

Haiti, OBR 63-128, December 1963. 7 pp.

Honduras, OBR 64-21, February 1964. 8 pp.

Hong Kong, OBR 64-77, June 1964. 9 pp.

Iceland, OBR 64-107, September 1964. 8 pp.

India, OBR 63-120, September 1963. 8 pp.

Indonesia, OBR 65-3, January 1965. 11 pp.

Iran, OBR 65-82, December 1965. 7 pp.

Iraq, OBR 64-131, December 1964. 7 pp.

Ireland, OBR 64-64, June 1964. 7 pp.

Italy, OBR 64-139, December 1964. 7 pp.

Ivory Coast. *See* Togo.

Jamaica, OBR 65-15, March 1965. 6 pp.

Japan, OBR 65-11, March 1965. 11 pp.

Jordan, OBR 64-115, September 1964. 6 pp.

Kenya (East Africa), OBR 66-40, June 1966. 8 pp.

Korea, Republic of, OBR 64-24, March 1964. 8 pp.

Kuwait, OBR 66-13, April 1966, 5 pp.

Lebanon, OBR 65-13, March 1965. 6 pp.

Liberia, OBR 64-90, August 1964. 6 pp.

Libya, OBR 65-29, May 1965, 6 pp.

Luxembourg. *See* Belgium.

Malagasy Republic, OBR 63-141, December 1963. 7 pp.

Malaysia, OBR 65-18, March 1965. 12 pp.

Mali. *See* Togo.

Mauritania. *See* Togo.

Mexico, OBR 66-62, October 1966. 8 pp.

Morocco, OBR 63-110, July 1963. 7 pp.

Netherlands, OBR 64-31, March 1964. 7 pp.

New Zealand, OBR 64-4, January 1964. 10 pp.

Nicaragua, OBR 64-62, June 1964. 8 pp.

Niger. *See* Togo.

Nigeria, OBR 63-122, September 1963. 10 pp.

Norway, OBR 64-137, December 1964. 8 pp.

Pakistan, OBR 65-31, June 1965. 9 pp.

Panama, OBR 63-119, September 1963. 8 pp.

Paraguay, OBR 63-144, December 1963. 7 pp.

Peru, OBR 64-99, September 1964. 8 pp.

Portugal, OBR 66-61. October 1966. 8 pp.

Saudi Arabia, OBR 66-58, September 1966. 5 pp.

Senegal. *See* Togo.

Siam. *See* Thailand.

Singapore, OBR 65-18, March 1965. 12 pp.

South Africa, OBR 64-92, August 1964. 7 pp.

OBR: Market Indicators (by Geographic Area)

Africa, OBR 66-33.

Asia and Oceania, OBR 64-45, June 1964. 28 pp.

Europe, OBR 65-86, December 1965. 31 pp.

Spain, OBR 64-51, May 1964. 8 pp.

Sudan, OBR 66-63, October 1966. 7 pp.

Sweden, OBR 65-14, March 1965. 9 pp.

Switzerland, OBR 65-10, February 1965. 6 pp.

Syrian Arab Republic, OBR 65-52, July 1965. 8 pp.

Taiwan, OBR 64-89, September 1964. 9 pp.

Tanzania (East Africa), OBR 66-40. June 1966. 8 pp.

Thailand, OBR 64-54, June 1964. 8 pp.

Togo, West African Customs Union (Dahomey, Ivory Coast, Mali, Mauritania, Niger, Senegal, Upper Volta) and, OBR 64-60, June 1964. 11 pp.

Trinidad and Tobago, OBR 65-33, June 1965. 4 pp.

Tunisia, OBR 65-56, July 1965. 5 pp.

Turkey, OBR 64-52, May 1964. 6 pp.

Uganda (East Africa), OBR 66-40, June 1966. 8 pp.

United Arab Republic, OBR 66-59, September 1966. 7 pp.

United Kingdom, OBR 64-14, February 1964. 8 pp.

Upper Volta. *See* Togo.

Uruguay, OBR 66-14, April 1966. 8 pp.

Venezuela, OBR 64-73, June 1964 (revised October 1965). 8 pp.

Viet-Nam, OBR 64-49, May 1964. 8 pp.

Yugoslavia, OBR 65-49, July 1965. 8 pp.

OBR: Market Factors (by Country)

Austria, OBR 65-51, July 1965. 10 pp.

Belgium, OBR 64-142, December 1964. 14 pp.

France, OBR 65-47, July 1965. 13 pp.

Germany, Federal Republic of, OBR 65-16, March 1965. 7 pp.

Greece, OBR 65-5, January 1965, 7 pp.

Iran, OBR 63-152, December 1963. 8 pp.

FREE

Additional copies of this CHECKLIST available

March 1st

at your local U.S. Department of Commerce Field Office

Italy, OBR, 65-23, April 1965. 9 pp.

Lebanon, OBR 64-32, March 1964. 7 pp.

Netherlands, OBR 64-67, June 1964. 12 pp.

Pakistan, OBR 65-24, April 1965. 9 pp.

Panama, OBR 66-51, July 1966, 20 pp.

Peru, OBR 64-76, June 1964. 12 pp.

Thailand, OBR 66-52, July 1966. 9 pp.

Turkey, OBR 65-63, August 1965. 10 pp.

United Arab Republic, OBR 64-117, September 1964. 7 pp.

Yugoslavia, OBR 64-140, December 1964. 8 pp.

OBR: Patent and Trade Regulations (by Country)

Australia, OBR 65-74, November 1965. 7 pp.

Colombia, OBR 66-54, August 1966. 7 pp.

Sweden, OBR 62-33, December 1962. 6 pp.†

OBR: Investment Factors and Laws (by Country)

Cameroon, OBR 62-32, December 1962. 5 pp.*

Dahomey, OBR 63-104, August 1963. 11 pp.

Hong Kong, OBR 62-12, December 1962. 9 pp.

India, OBR 62-40, December 1962, 26 pp.

Iran, OBR 63-15, January 1963. 6 pp.

Korea, Republic of, OBR 64-58, June 1964. 16 pp.

Malagasy Republic, OBR 63-42, March 1963. 6 pp.

Mauritania, OBR 62-25, December 1962. 4 pp.*

Nicaragua, OBR 62-14, December 1962. 9 pp.

Niger, OBR 63-105, July 1963. 4 pp.

Senegal, OBR 62-31, December 1962. 6 pp.†

Turkey, OBR 63-137, November 1963. 11 pp.

Upper Volta, OBR 63-106, July 1963. 4 pp.

OBR: Establishing a Business (by Country)

Argentina, OBR 64-33, April 1964. 20 pp.*

Australia, OBR 63-108, July 1963. 16 pp.

Austria, OBR 66-25, May 1966. 19 pp.

Belgium, OBR 63-113, August 1963. 14 pp.

Brazil, OBR 66-10, March 1966. 25 pp.

Chile, OBR 66-69. 20 pp.

Colombia, OBR 66-22, May 1966. 19 pp.

Denmark, OBR 64-18, February 1964. 8 pp.

Ethiopia, OBR 62-42, December 1962. 10 pp.†

Germany, Federal Republic of, and West Berlin, OBR 66-32.

Ghana, OBR 64-12, February 1964. 7 pp.

Greece, OBR 66-15, April 1966. 15 pp.

Hong Kong, OBR 64-9, January 1964. 17 pp.†

India, OBR 65-48, July 1965. 18 pp.

Japan, OBR 66-70, October 1966. 18 pp.

Kuwait, OBR 63-91, April 1963. 5 pp.

Lebanon, OBR 62-41, December 1962. 8 pp.

Libya, OBR 63-116, August 1963. 11 pp.

Malaysia, OBR 64-78, June 1964. 18 pp.

Mexico, OBR 65-71. October 1965. 20 pp.

Morocco, OBR 65-17, March 1965. 12 pp.

Netherlands, OBR 64-1, January 1964. 12 pp.

Nigeria, OBR 65-21, April 1965. 18 pp.

Pakistan, OBR 66-67. October 1966. 14 pp.

Peru, OBR 66-68. October 1966. 27 pp.

Singapore, OBR 66-27, May 1966. 10 pp. *Also see* Malaysia.

South Africa, Republic of, OBR 65-38, June 1965. 15 pp.

Spain, OBR 63-140, November 1963. 9 pp.

Sweden, OBR 65-62, August 1965. 12 pp.

Thailand, OBR 63-27, January 1963. 10 pp.

United Kingdom, OBR 64-46, April 1964. 7 pp.†

Venezuela, OBR 64-141, December 1964. 19 pp.

OBR: Import Tariff Systems (by Country)

Burma, OBR 62-36, December 1962. 2 pp.†

Burundi and Rwanda, OBR 63-17, January 1963. 2 pp.

Canada, OBR 63-10, January 1963. 3 pp.

Fiji Islands, OBR 63-39, March 1963. 2 pp.

Malawi. (*See* Southern Rhodesia.)

Rwanda and Burundi, OBR 63-17, January 1963. 2 pp.

Somali Republic, OBR 63-87, April 1963. 2 pp.

Southern Rhodesia, OBR 62-26, December 1962. 2 pp.

Zambia. (*See* Southern Rhodesia.)

OBR: Preparing Shipments (by Country)

Angola, OBR 63-85, April 1963. 6 pp.

East Africa, OBR 63-13, January 1963. 8 pp.

Ghana, OBR 63-93, April 1963. 10 pp.

Guinea, OBR 63-130, October 1963. 6 pp.

Morocco, OBR 63-45, February 1963. 6 pp.

Saudi Arabia, OBR 62-28, December 1962. 5 pp.

ORDER FORM

Enclosed is a check/money order for $_____ payable to the Superintendent of Documents, for which please send me the publications checked in the Checklist of International Business Publications.

Name_____

Address_____

City_____ State_____ Zip Code_____

MAIL TO: Any U.S. Department of Commerce Field Office or to the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

MICROFILM RECORDER SYSTEM by Bell & Howell (above) was a center of customer interest during the show. Addressograph-Multigraph Corp. (below) exhibited printing and duplicating equipment.

COMPANY PRESIDENT Jean Bourges (left below) of Bourges Color Corp. shows her firm's products to potential buyers and visitors, including U.S. Representative Thomas B. Curtis of Missouri (center).

Microfilm show helps crack Europe market

Frankfurt Trade Center exhibit has products of 23 U.S. companies

The most modern equipment in the world for the microfilming and reprographic industries was shown to European buyers at the Frankfurt Trade Center, Nov. 30-Dec. 10, by a group of 23 U.S. firms. The consensus of the visitors to the exhibition was that U.S. manufacturers are technologically at least five years ahead of their European competitors.

Equipment on display ranged from highly advanced microfilm systems based on modern data processing techniques to novelties in copying and offset printing machinery, including economical reproduction centers for smaller firms with fewer printing requirements.

Sales reported during the exhibit by nine of the participating firms totaled $32,875, while sales forecasts by the same nine for the year following the show amounted to well over $600,000. All 23 exhibitors were unanimous in their praise of the fact that the exhibit enabled them to meet numerous new business prospects from industry, government, and professional institutions.

Three of the four exhibitors who were new to the market named sales representatives during the show or are now in the process of negotiating with potential agents.

The European market for microfilming and various reproduction equipment by 1970 should be over $30 million annually, according to current market indicators. The Frankfurt show was timed to give U.S. companies an ideal opportunity to crack the burgeoning European market a year before other worldwide manufacturers of such equipment show their wares at the International Reprography Exhibition in Cologne next October.

Some 945 trade visitors attended the week-long show, with the majority from Germany and about 70 from other European countries. The two-day symposium, organized by Dr. Carl Nelson, president of the National Microfilm Association microfilm standards committee, aroused considerable visitor interest. An average of 100 persons attended each of the 13 lectures given by German and American specialists in the fields of microfilm and reprography.

United States overseas

The export promotion dates on these four pages offer important information for the U.S. exporter by telling what to sell, and where and when. The opportunities lie in commercial trade fairs, U.S. trade center shows, trade missions, America Weeks, the Sample Display Service and Mobile Trade Fairs. The last three are described elsewhere in this schdule.

Aggressive promotion is necessary to clinch the sale, but the task is made easier by exposing your products in the ways listed here.

► Exhibits in commercial fairs by the United States are selected after a research study shows a market for the product.

► Trade center shows held in London, Bangkok, Frankfurt, Tokyo, Milan and Stockholm, are limited to specific product lines.

Write: Bureau of International Commerce, Code 938, Department of Commerce, Washington, D.C. 20230.

► Trade missions composed of U.S. businessmen are organized to promote the export of U.S. goods and services. Some are organized and financed by the U.S. Government. Others are industry-financed and industry-organized and programmed with Government help.

American firms interested in selling their products abroad are invited to submit their business proposals to: Bureau of International Commerce, Code 918, Department of Commerce, Washington, D.C. 20230.

This calendar of exhibitions will appear in the first issue of INTERNATIONAL COMMERCE each month.

Consumer products. SWITZERLAND. The Herren Globus men's stores in Switzerland are planning a retail promotion of U.S. merchandise to be held from January to September. As part of the promotion, the store will present a special exhibition of current U.S. space activities. The display will have its premiere in January at the main Herren Globus store in Zurich, and then travel to Herren Globus stores throughout Siwtzerland until September. **Jan. 1-Sept. 1.**

Agricultural machinery and equipment. THAILAND. A primary producer and exporter of agricultural products, Thailand offers U.S. manufacturers of agricultural and irrigation equipment and machiney excellent prospects for both immediate and long-range sales. The Thai government is encouraging farmers to increase output. To meet the demands of rising population and increasing industrialization, more modern agricultural methods and machinery are urgently needed. **Bangkok Trade Center, Jan. 16-27.**

Space fully booked

Electrical control equipment. UNITED KINGDOM. New plant construction in the United Kingdom will boost electrical generating power capacity to 54,000 megawatts by 1970—a growth rate of 9 percent per year. Capital investment in the electrical industry during the period 1965-1969 is estimated at $11.2 billion. This expansion creates a market for all available devices for speeding technological development. There is a significant demand for advanced U.S. electrical control equipment including switches, relays, capacitors, circuit breakers, rectifiers and other related products. **London Trade Center. Jan. 17-27.**

Industrial hand tools. JAPAN. The market for a wide variety of pneumatic, gasoline, and electric hand tools for production line use is expanding rapidly. American tools are known for their high quality and fine craftsmanship and are in growing demand in Japan. **Tokyo Trade Center. Jan. 31-Feb. 7.**

Space fully booked

General industrial, office and agricultural machinery. GHANA. Machinery and equipment in the following categories wil be exhibited: General industrial, agricultural, office machinery, construction, materials handling, food processing and packaging, consumer goods. A politically stable economy and an expanding industrial base have created a good market for a wide range of equipment and consumer goods. An extension of the sample display service at the show will provide an excellent means for U.S. firms to become established. **Ghana International Trade Fair, Accra. Feb. 1-19.**

Small-scale industries, agricultural equipment, consumer goods, consulting engineering, general international trade. GHANA, CONGO (KINSHASA), ZAMBIA. U.S. Trade Mission. Mission is scheduled for **Feb. 1-March 3.**

Printing and bindery equipment. ITALY. An increasing consumption of printed matter provides a lively market for advanced American production equipment. Web-offset and multicolor offset presses, photo-composition machines, and automatic control devices are among the many items of special interest. No import or exchange restrictions. **Milan Trade Center. Feb. 8-13.**

Electronic data processing equipment, systems and services. GERMANY. Germany, one of the most highly industrialized nations in the world, has needs for quantitative and qualitative data handling systems and represents a prime, multimillion dollar market for U.S. producers of EDP equipment with advanced commercial, industrial and scientific applications. Recent investigations reveal that the country has less than 50% of its requirements fulfilled. Several U.S. firms are now well established there and "newcomers" can successfully penetrate the market, because demands are expanding at an increasing rate. U.S. experienc and systems know-how are familiar to, and welcomed by all types of German businessmen, industrialists and scientists. **Frankfurt Trade Center. Feb. 8-15.**

Space fully booked

Specialized electronic systems and instrumentation. JAPAN. U.S. suppliers sold over $64 million worth of commercial, industrial, and military electronic equipment to Japan in 1964. The market for these products is growing as high

promotions

buyer receptivity to latest U.S. equipment and techniques becomes evident. **Tokyo Trade Center. Feb. 20-25.**

Dairy and food processing and packaging equipment. SCANDINAVIA. Sweden and its Scandinavian neighbors are experiencing a rapidly rising demand for convenience food. This demand, prompted in large measure by the large number of working wives and the growing popularity of self service food stores, is in turn creating a need for machinery, equipment and supplies to service the dairy and food industries. A particular need exists for advanced laboratory and testing equipment and mechanized labor saving devices, especially in view of the continual scarcity of labor. American companies with modern equipment in this field will benefit by exhibiting their products in this market. **Stockholm Trade Center. Feb. 23-March 1.**

Space fully booked

Construction, farm, and automotive maintenance equipment. LIBYA. Unprecedented market opportunities abound in Libya's social and economic program stimulated and financed by its new-found oil wealth. Construction and agriculture have top priority in the Government's Development Plan that calls for expenditures of at least $325 million in the next two years. In addition, the private sector is in a $1 billion construction boom of its own and needs all kinds of building materials and equipment. **U.S. commercial exhibition, Tripoli International Trade Fair, Libya. Feb. 28-March 20.**

Heating, ventilating, air-conditioning, and sanitation equipment. ITALY. Huge multi-billion dollar Italian government construction programs for schools, hospitals, tourist facilities, and state-owned industrial plants over the next few years open excellent market possibilities for U.S. manufacturers of heating, ventilating, air-conditioning, and sanitation equipment. The U.S. exhibit coincides with the annual Italian Exposition and Convention on Heating, Air-Conditioning, Refrigeration, and Sanitation Equipment at the Milan Fairgrounds adjoining the Trade Center. **Milan Trade Center. March 1-7.**

Specialized medical research and hospital laboratory equipment and supplies. GERMANY. German hospital and medical requirements for laboratory and research equipment, instruments and supplies are growing. There are 150 privately operated clinical laboratories and nearly every one of the 3600 hospitals provides a variety of analytical and medical investigative services. There is considerable need and desire to expand and modernize many of the existing facilities. U.S. manufacturers catering to clinical chemistry, pathology, hematology and related medical disciplines will find promising market opportunities, especially in the fields of medical research. **Frankfurt Trade Center. March 13-18.**

Equipment and supplies for commercial and residential buildings. THAILAND. Thailand's dynamic economic growth is being paced by booming construction and steady increases in tourism. Hotel rooms are expected to increase 500 percent by 1970, and new restaurants and apartment houses are springing up daily. Existing buildings are modernizing their equipment to meet the competition from new construction. Demand for building and catering supplies and equipment is met almost entirely by imports, as very little in these lines is made domestically. **Bangkok Trade Center. March 22-30.**

Paper finishing and conversion equipment and supplies. SCANDINAVIA. Sweden and its Scandinavian neighbors are experiencing a need for modern equipment and supplies for their paper finishing and conversion industries. The shortage of labor, rising wage costs, and competition from other paper producing areas are necessitating a modernization of facilities. This situation creates a highly receptive audience for modern equipment in the field. U.S. companies will benefit by exhibiting their products in this market. **Stockholm Trade Center. March 30-April 7.**

Machine tools, general industrial equipment, food processing and packaging, electronic components, chemical products and raw materials. BRAZIL. U.S. Trade Mission. Business proposals should be submitted by Feb. 1. Mission is scheduled for **April 2-29.**

Space fully booked

High vacuum equipment. UNITED KINGDOM. There's profit in vacuum, and a sizeable amount of that profit can be gained through international sales. This year, the British market for high vacuum equipment is worth an estimated $11 million. The increasing utilization of thin film techniques in U.K. industry will push sales way beyond that figure in the near future. You can share in this business by exhibiting at the London High Vacuum Show, sponsored by the U.S. Department of Commerce in cooperation with the American Vacuum Society. The only vacuum exhibition in Europe next year. **London Trade Center. April 10-14.**

Measurement and control apparatus. FRANCE. The French market for this equipment has experienced even, strong and uninterrupted growth in consumption. The market doubled in the last five years and will double again to $330 million in the next three years. The most promising means to reach this market is by MESUCORA, a quadriennial trade fair, which will be attended by more than 100,000 technicians and buyers from all over Europe. **U.S. commercial exhibition, MESUCORA, Paris. April 14-21.**

Area and investment development, metal and mineral mining and processing equipment, food processing and packaging equipment, general industrial machinery, metalworking machinery. TURKEY. U.S. Trade Mission. Business proposals should be submitted by Feb. 28. Mission scheduled for **April 15-May 13.**

Consumer products. SWEDEN. The Ahlen and Holm, AB, department store chain in Sweden is planning a retail promotion of U.S. merchandise to be held from April 24 to May 6. "Hello California" will be the theme of the promotional effort with "Miss California" as the focal point during the two-week sale. U.S. goods will be sold in 15 retail outlets throughout Sweden with special purchases in the U.S. for the America Weeks promotion expected to total $300,000. Items in demand by Ahlen and Holm for the sale include sports and lei-

America Weeks

America Weeks are overseas retail sales promotions of U.S. consumer goods.

Overseas retailers planning one of these promotions make their merchandise selections through overseas officers or agents of American manufacturers or through an appropriate U.S.-based buying office.

Announcement of each separate America Week promotion, along with the name of the related buying office, is made by INTERNATIONAL COMMERCE. In addition, Commerce's Business and Defense Services Administration is developing mailing lists by commodity categories of manufacturers and distributors interested in selling to overseas retailers.

Any U.S. organizations interested in supplying promotional material for this program are asked to give a brief description of the exhibition or demonstration, and to indicate the languages in which it is available.

Write: America Week, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

Sample Displays

"A Sample Display Center is just what the name implies—a place to show samples of U.S. products," Secretary Connor has said.

U.S. firms without agents in the area may use any Center to present their products to prospective local agents and distributors. Centers are in Beirut, Manila, Nairobi, and Bangkok.

They are supervised by U.S. commercial officers at the embassies in the host countries. U.S. products and descriptive literature may be displayed without charge for 30 days.

Write: Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230, or contact any of the Department's 42 Field Offices.

Mobile Trade Fairs

Mobile trade fairs are private business ventures designed to show and sell products of U.S. business and agriculture through traveling exhibitions carried in ships, airplanes, trains and exhibit vans.

Objectives of a mobile trade fair are to help U.S. firms enter the exporting field; to open new markets for American goods; and to assist U.S. business concerns in finding overseas agents.

In an effort to achieve these objectives, the Bureau of International Commerce provides technical support and certain kinds of financial assistance to qualified mobile trade fair operators.

Write: Mobile Trade Fairs, Bureau of International Commerce, Office of International Promotion, Department of Commerce, Washington, D.C. 20230.

sure equipment; men's, women's, and children's ready-to-wear clothing; light underwear of all kinds; camping and gardening tools and equipment; home sewing equipment and yard goods; traveling equipment; modern kitchen equipment and bar utensils; toys of all kinds; gift articles; perfumes and toilet articles; phonograph records; and specialty foods and delicacies. **April 24-May 6.**

Welding machines & apparatus, inspection testing, machine tool attachments and components. UNITED KINGDOM. The British import market for machine tools is worth $100-110 million annually. Imports of welding equipment add another $15 million. There has been a sustained increase in imports for the past several years and all indicators show that this trend will continue. U.S. manufacturers will be able to show and sell to 50,000 production managers and engineers. **U.S. commercial exhibition, International Engineering and Welding Exhibition, London. April 25-May 4.**

Materials handling equipment. EUROPE. Throughout industrial Europe materials handling equipment is in increasing demand. Problems arising from shortages of labor, spiraling wages and production costs call for constant attention. Devices and systems which will lift, load, store and convey all types of products and materials quickly and economically are constantly in demand as a prime means to increase output, reduce labor input and hold the cost line. In Germany alone consumption of materials handling equipment was valued at approximately 400 million dollars in 1965, of which imports accounted for almost $30 million. U.S. systems and equipment for automated warehousing, boxcar and truck loading, order picking, weighing and registering, as well as narrow aisle trucks, special purpose fork lifts, advanced design clam and other grab buckets, magnetic conveyors, vacuum-lift systems and fluid control devices are among the items which are expected to elicit particular interest. **U.S. commercial exhibition, Hanover Trade Fair, April 29-May 7.**

Consumer products. Grands Magasins a L'Innovation, BELGIUM. A group of buyers from L'Innovation, Belgium's largest department store chain, will visit the United States this fall to purchase some $300,000 worth of U.S. consumer goods for an "America Weeks" sale. The extensive shopping list includes ladies', men's and children's ready-to-wear garments; sportswear and undergarments, including beach articles; household articles of all kinds, such as fabrics, notions, white goods, furniture and house furnishings, electrical appliances and gadgets; personal items, drugs and cosmetics, jewelry, stationery, and paper products. This "America Weeks" promotion will be held in at least five L'Innovation stores—two in Brussels, and one each in Antwerp, Liege and Ghent. Scheduled for **May 5-28.**

Liquefied petroleum gas utilization equipment. ITALY. Rising prosperity, increasing consumer incomes, and the desire to modernize both the home and the factory have generated increased demand in Italy for LP Gas appliances and equipment. From 1956 to 1965, LPG consumption increased 360% and the current 10% annual rate of growth is expected to continue for many years to come. This growing market offers excellent opportunities for sales of all types of U.S. made LPG equipment. **Milan Trade Center. May 12-18.**

Packaging machinery and materials. UNITED KINGDOM. Great Britain is one of the world's largest markets for packaging machinery and materials. Last year, packaging machinery

sales were almost $106 million. Almost a third of that was imported—which proves that this market can be sold on an export basis. British end users look to the U.S. for new ideas in packaging. Dynamic American firms can translate this preference into new dollar sales by exhibiting. **London Trade Center. May 17-26.**

Production and testing equipment for the electronics industries. SWEDEN. The rapidly growing Swedish electronic industry is producing a wide variety of products for consumer, commercial, industrial, research and other applications. The several hundred electronic manufacturers in Sweden and adjacent Scandinavian countries offer a worthwhile market for U.S. manufacturers of advanced equipment for the production, assembly, encapsulation and insulation of electronic gear, as well as for sophisticated quality control, production, and in-line testing equipment and instruments related to the manufacture of electronic products. This exhibition is the first of its kind in Scandinavia and follows highly successful similar Trade Center shows in Frankfurt, Milan, London, and Tokyo. **Stockholm Trade Center. May 18-24.**

Aviation equipment and components. FRANCE. Air passenger and cargo traffic in Europe is increasing at an extremely fast rate annually, requiring a corresponding growth in commercial airfleets, airports, freight and ground handling facilities, service and repair equipment and all types of aircraft equipment and components. With facilities already feeling the strain of traffic beyond capacity, sales opportunities for U.S. made equipment throughout Europe's aerospace industry have never been better. For the first time, the U.S. government and aerospace industry have joined forces to present an exhibition of the latest aviation equipment components and technology. **U.S. commercial exhibition. 27th International Aviation and Space Salon, Paris. May 26-June 4.**

Food preparation and hotel and restaurant equipment. SPAIN. Spain's booming tourist industry is creating new sales opportunities. Last year Spain imported more than $26 million of food service equipment and prospects for a continuing high level of dollar sales is expected. Spain's four year development plan calls for an investment of $713 million during 1967 in new hotel construction and expansion of existing facilities to help accommodate the more than 17 million tourists expected in 1967. U.S. equipment suppliers to the tourist, food service and lodging industries can build sales and profits in one of the fastest growing markets in Europe by participating in the U.S.-sponsored commercial exhibition. The exhibition is the first of three in the TOUREX/67 series that will include events later in the year in Germany and Yugoslavia to promote U.S. products in markets totaling more than $4 billion. **International Samples Fair, Barcelona, Spain. June 1-15.**

Metal finishing and anti-corrosion equipment and supplies. SCANDINAVIA. Sweden and the neighboring Nordic countries are modernizing their industrial facilities. The metal working industry which figures prominently in the Swedish economy, and other related industries are in need of advanced technique for metal finishing and the protection of metals from corrosion. There is an opportunity for U.S. industry to introduce recent innovations and significant developments in this field. **Stockholm Trade Center. June 8-14.**

Industrial furnaces. ITALY. Italy's rapid industrial growth, particularly in the steel, automotive and metal-working sectors, provides excellent market possibilities for advanced and sophisticated U.S. metal heat treating equipment. Heat treating of metals is becoming more & more important in Italy, and the demand for industrial furnaces is expected to increase considerably in the next few years, as Italian manufacturers look for advanced industrial heat treating equipment in an effort to cut down on ever-increasing production costs. This exhibit will be the first exclusive showing of industrial furnaces in Italy. **Milan Trade Center. June 13-18.**

Industrial and scientific photographic equipment. UNITED KINGDOM. Large research and development programs in industry and extensive research in the universities have created a substantial market in the United Kingdom for industrial and scientific photographic equipment. Additionally, England is making increasing use of photogrammetry in town planning and traffic studies, opening up additional market opportunities. There are at present 17,000 in-plant photographic departments in the U.K. employing 68,000 people. The average department owns some $4,000 worth of equipment. Sales of photographic equipment and materials to these users totaled $176.4 million in 1965. **London Trade Center. June 13-23.**

Equipment and systems for telemetry and remote control. GERMANY. A highly receptive market reportedly exists in Germany for telemetric, telecommand, and remote control equipment, for use in the country's advanced industrial, communications, and scientific facilities. The annual market approaches $10 million, with excellent growth prospects for "information transference" equipment in the fields of aerospace, industrial, scientific, bio-physical/medical, meteorological, time-motion, and related intra- and inter-plant activities. In addition to equipment sales opportunities, U.S. know-how may be profitably exported through consulting and engineering services associated with these operations. **Frankfurt Trade Center. June 19-24.**

Space fully booked

Measuring, recording and controlling instruments for the chemical industry. GERMANY. Technical measurement and control instruments, together with equipment for automatic operation of manufacturing facilities, find ever increasing applications throughout Europe. Demands for improved quality and lower costs continue to outstrip European productive capacity. Unemployment is virtually non-existent. The current economic situation demands that industrial capacity be expanded and increased in all sectors of production. The European manufacturer is actively seeking new materials, improved techniques, more modern machinery and equipment and other devices to increase output so that he may produce at a lower cost per man-hour. This international fair offers the most important opportunity for the American manufacturer of instrumentation to show and sell his products to the largest number of buyers from all parts of the world in the field of chemical engineering. It is the most important scientific event of 1967 in Europe in the field of chemical engineering, and will be held during the European Meeting of Chemical Engineers. **U.S. commercial exhibition, ACHEMA, Frankfurt, Germany. June 21-29.**

European tourism growth spurring plans for U.S. shows on continent

Three TOUREX/67 exhibitions will feature U.S. products for hotel, restaurant industries in Spain, Germany, Yugoslavia

Tourism is booming throughout Europe. In 1965, tourism was in uncontested first place in international trade in terms of dollar volume, providing an estimated income of more than $5.5 billion to Europe alone.

Moreover, continued expansion of tourism is forecast. According to the Tourism Committee of the Organization for Economic Cooperation and Development (OECD), tourism is among the fastest growing economic activities, constitutes a major export industry, and deserves to be encouraged by governments.

To exploit fully the sales opportunities being generated by the many government programs to further expand tourism, the U.S. Department of Commerce will undertake a major export promotion this year aimed at all European countries. This concept—TOUREX/67—will consist of three major exhibitions which will enable U.S. firms to attain maximum exposure to this major market.

The first of the planned shows will be held at the International Samples Fair in Barcelona, Spain, June 1-15, with the two later promotions scheduled for the fall, in Germany and Yugoslavia.

The initial thrust of the promotional approach to the entire European tourism market will be the Barcelona exhibition, designed to take advantage of the Barcelona International Samples Fair, the most important trade fair in Spain. Participants in this promotion will benefit from an extensive pre-fair publicity campaign which will be aimed specifically at potentially interested businessmen including hotel, restaurant owners and buyers in Spain, Portugal and the Western Mediterranean areas.

Products to be shown include hotel, motel, and restaurant catering equipment; sanitation equipment; heavy-duty hotel and restaurant cooking equipment; and fountain service equipment. Also included will be institutional maintenance and laundry and dry cleaning equipment.

One of the most extensive European market promotion campaigns ever undertaken by the Government and American industry will bring these exhibitions to the attention of all potentially interested businessmen, including hotel keepers, restaurant and recreation facility developers, and government officials, as well as buyers, agents, distributors, and representatives.

The multi-market promotion effort will include a direct mail campaign, press conferences, an all-media publicity campaign, a paid advertising campaign, personal calls on key potential buyers and representatives, a listing for exhibitors of those persons called on and their specific interests, and a business visitor registration program, the results of which will be provided each participant.

With some seventeen million tourists estimated to have visited Spain in 1966 and at least the same number anticipated in 1967, tourism is among the most vigorous sectors of Spain's economy. These skyrocketing tourism totals, up from about four million in 1959, have contributed to the spectacular growth of Spain's economy in the past decade.

Number one business

Tourism, as Spain's number one business for bringing income into the country, has dramatically affected the country's balance of payments, and in 1965 provided new receipts in excess of 1.1 billion dollars and accounted for 42% of Spain's foreign exchange earnings. Spain's four-year development plan calls for investments of more than $700 million in the tourism industries. These sums will be used to design, construct, equip, and modernize Spain's hotels, restaurants and recreational facilities.

While the greater portion of the planned investments is being undertaken by the private sector, the Spanish Government has invested in new tourist accommodations, more than $100 million a year. Over 130,000 additional hotel accommodations are to be added to Spain's present tourist facilities under the Development Plan, with 70,000 scheduled to have been completed by the end of 1966. Also, the Tourism Ministry will expand the number of Government-owned restaurants and inns from the present total of 20 to more than 80 by the end of 1967.

Additional opportunities for equipment suppliers to Spain's tourism, food service and lodging industries are being created as a result of the Government's liberal credit program aimed at providing funds for the expansion and development of hotel properties.

Expansion of this potential customer list is expected as a result of the restaurants, cafes, bars and cafeterias which are to be built under the Tourism section of the Development Plan.

In 1965, Portugal's tourist receipts were greater than the income to the Portuguese economy from commodity exports, and the Portuguese Tourist Board estimates that 1966 tourist receipts will reach over $195,000,000.

Following a 56% increase between 1960 and 1963, in 1964 the number of tourists jumped spectacularly to over a million, an increase in one year of 96%. And in 1966, the Government estimates that the number will double again to more than two million.

American business has the opportunity to equip and supply the hotels that will be built to accommodate the ever increasing number of visitors. From 1,300 hotels in 1963, the number grew to 2,126 by 1965. In addition to the already available accommodations, an additional 2,669 rooms to accommodate tourists were under construction during 1966.

Because the U.S. Exhibit at Barcelona will also be specifically aimed at the Portuguese tourism, food service and lodging industries, exhibitors will achieve exposure to the profitable business demand being created by Portugal's expanding tourism market.

The Mediterranean area provides other examples of trade opportunities following the tourist boom. Tunisia is a case in point.

In order to accommodate the growing number of tourists visiting Tunisia there are 66 new hotel projects where construction is virtually completed, underway, or scheduled to begin within the next eighteen months. There are also some 22 other hotels that have construction programs underway to enlarge their facilities. The tourist boom in Tunisia has continued to grow and the number of people visiting Tunisia in 1966 is expected to increase by at least 25% to well over the 200,000 mark.

For further information about specific products sales opportunities in the European tourist, food service, and lodging markets, and for details on participation in the Barcelona and later Germany and Yugoslavia TOUREX/67 exhibitions, contact the Bureau of International Commerce, U.S. Department of Commerce, Washington D.C. 20230, telephone Area Code 202, WOrth 7-4810.

Worldwide Business Outlook pages 45-47

CURRENT BUSINESS DEVELOPMENTS IN BRIEF: About 30,000 new hotel rooms and 60,000 modernized rooms are scheduled for completion before 1970, under **France's** Fifth Modernization Plan. Total investments involved in this program amount to $434 million. The largest development is the Languedoc-Roussilon Project, under which 50 miles of the Mediterranean Coast will be equipped with hotels, restaurants, motels, camping grounds and pleasure boat facilities. The Plan has alloted $14.6 million to complete the draining of the mosquito-plagued region . . . Press reports say that Japan's Matsushita Electric Industry will set up a wholly-owned subsidiary in **Tanzania** to manufacture dry cell batteries. The new firm is expected to produce a million batteries a month in its Dar es Salaam headquarters. This would satisfy almost all of Tanzania's requirements for dry cell batteries . . . Construction of a 500 mw. nuclear power plant at Irta, **Spain** in the Province of Castellon, will probably be provisionally authorized soon. The private power firm, Hidroelectrica Española, will then request tenders for construction of the plant and seek final authorization from the Ministry of Industry. Actual operation of the plant is scheduled for 1971 . . . Manufacturers sales of **French** business machines in domestic and foreign markets reached a record $337.2 million in 1965, a 40% increase over 1964. The expansion was chiefly due to increased sales of computers.

U.S. EXPOSITION SETS RECORDS

Mexican climb continues

Real growth probably exceeded 6% in 1966; total investment at all time high

Mexico had another good economic year during 1966, and increasing U.S. interest in this neighboring market was handsomely repaid by the record response to the U.S. Industrial Exposition in Mexico City last August.

According to indications through the first three quarters, the Mexican economy attained a better than 6% real growth rate in 1966, and total investment probably reached an all-time high.

Industrial production continued to grow at a satisfactory pace. Although the rate of growth in the chemical industry was below that of 1965, production of iron and steel, cement and automotive equipment expanded strongly.

The abundant rains of summer and early fall pointed to a very favorable year for crop and livestock production, and fishery output is also expected to exceed last year's.

Sales dropped seasonally during the third quarter, but were well above those for the same period of last year. There were moderate rises in food prices and in the cost of living index for Mexico City; wholesale prices continued relatively stable.

The Tijuana District experienced an excellent third quarter. The tourist industry continued its recovery from the poor showing early in the year, retail sales were brisk, and savings bank deposits continued to increase. Around Ensenada, agricultural production rose to new highs.

The economic picture in the district of Mexicali was clouded by unfavorable developments in agriculture. The production of cotton, the district's major crop, was restrained by a shortage of irrigation water during the early summer and by a temporary halt in harvesting due to a conflict with the ginners.

The West Coast states of Sonora and Sinaloa are booming as a result of abundant rains which broke the drought of the past several years. Excellent pasture conditions have brought about a resurgence of the livestock industry. The shipbuilding industry at Guaymas is also reported to be developing favorably.

The only unfavorable reports from this region come from Nogales, where depressed conditions are attributed largely to the drop in tourist liquor sales. Efforts to reverse this trend through the Border Industrialization Program have apparently not been successful thus far.

Yucatan sluggish

Depressed conditions continued to prevail in Yucatan. World hard fiber supplies still exceeded demand, and prices for henequen remained at a level that made production under existing conditions too expensive.

Plans for agricultural diversification are progressing. In southern Yucatan, a significant increase is expected in the winter output of cucumbers and tomatoes for export to Florida.

The tourist industry is also expanding.

These favorable developments, however, were not sufficient to offset the adverse effects of the problems facing the henequen industry.

The Administration's economic and social development targets were outlined in the annual State of the Union Address of the President on September 1. He called upon private investors to provide two-thirds of the investments required to attain a better than 6% annual growth rate during 1966-70.

Other economic and financial objectives included: priority consideration of the needs of the agricultural-livestock sector, continued industrialization, correction of regional development imbalances, more equitable income distribution, improved education and housing and other welfare programs, encouragement of domestic savings, and maintenance of price and currency stability.

The President set forth the role of foreign investments in Mexico by stating that foreign capital should supplement domestic capital and obey Mexican laws. However, he explicitly indicated that inter-governmental loans are the preferred type of foreign capital assistance and that indirect (portfolio) investments are preferable to direct investments.

He recommended that foreign direct private investors associate themselves with Mexican capitalists and that a sub-

MEXICAN CONSUMER BUYING is helping to keep the economy in high gear, with customers crowding the Mexico City department stores (above). A U.S. exhibition in the capital city last August was the most successful foreign promotion of U.S. goods ever organized by the Department of Commerce.

stantial part of the earnings of these joint enterprises be reinvested within the country.

The Mexicanization debate continued. On July 6, the National Industrial Chamber issued a press statement attempting to refute the statement made by a prominent banker in June to the effect that Mexicanization of already existing industries could be prejudicial to the country's continued growth and development.

In early August, the President of the Confederation of Industrial Chambers told the press that he opposed the purchase of existing Mexican companies by foreign entities. However, he did favor the association of direct foreign investments with national capital and the channeling of such investments to fields not already covered by existing industry.

Financial registration

On July 28, the Secretary of Finance announced that all credit and financial operations, both domestic and foreign, of the state enterprise and decentralized agencies have to be registered with and authorized by the Secretariat of Finance. This move is one of a series taken to bring the operations of the various autonomous and semi-autonomous public agencies under better control.

Nacional Financiers, S.A. (NAFIN), the Government development bank, will continue to have responsibility for approving such transactions, after due consideration is given to the nation's priorities and to the economic and financial feasibility of the projects to be financed by the bank.

Government efforts to keep prices from moving upward were continued vigorously during the quarter. The expansion of the money supply for the year ending in August 1966 was limited to 9%. Government firmness was seen in early August when, after a week or so of give-and-take, soft drink bottlers voluntarily withdrew their announced price rises. During the latter part of August, Government authorities also successfully curbed a cement price rise by, among other things, permitting token imports of the commodity.

Reflecting the effectiveness of the Government's price control efforts, the wholesale price index for Mexico City (1954=100) in August and September 1966 stood at 154.1, about 2% higher than last year. On the other hand, possibly due in part to seasonal factors, the food cost index for Mexico City (1954=100) showed a more appreciable year-to-year price advance of 6.9%. As of September, the index was at 178.9 compared with 167.4 for September 1965. A rise of 4.6% took place in the year ending August 31 in the cost of living index for the working class in Mexico City.

During the first nine months of 1966 Mexico's total exports increased by 14.7%, but imports by only 1.4% over the corresponding period of 1965, reflecting increasing success in Mexican efforts to expand exports. Figures on trade with the United States for the first six months of 1966 show that exports to the U.S. were up 7% while imports from the U.S. were up 4%.

Efforts to increase the U.S. share of Mexican imports were highlighted during the quarter by the U.S. Industrial Exposition in Mexico City, August 1-13. It was reportedly the most successful solo exhibition yet organized abroad by the Department of Commerce. Off-the-floor sales of machine tools, packaging machinery and industrial instrumentation were $2.3 million, and follow-up sales during the next 12 months are expected to total an additional $12.3 million.

Expansion reflected

During the quarter there were several reflections of Mexico's export expansion efforts. The Director of Mexico's Bureau of Standards appealed to local businessmen to increase their exports through quality control, high productivity and competitive pricing.

The Secretary of Industry and Commerce outlined the assistance the Government is giving to exporters and suggested the desirability of limiting the export of raw materials and technicians to process such materials into quality manufactured products capable of competing abroad.

Finally, recent decisions to place additional items under import licensing con-

trol to help Mexican producers, have specified a definite limited term during which this protection would be in effect.

Mexico's growing interest in LAFTA and the Central American Common Market were reflected in: a shipment by chartered vessel of 45 different kinds of Mexican goods to Argentina; a sizeable sale to Colombia of Mexican railroad box cars; an arrangement between Mexican and Chilean industrialists to exchange certain automobile parts to avoid duplication of manufacturing facilities; inauguration in Guatemala of a $4.5 million glass factory having 40% Mexican participation; and the obtaining of associate membership in the Mexican Concrete and Cement Institute by cement firms from Honduras and El Salvador.

Tourists visiting Mexico during the first eight months of 1966 were reported at 1,020,424, for an increase of 10.6% over the same period of 1965. According to the Mexican Hotel Association, occupancy of all classes of hotels in August 1966 was 93.3%, with that of top-category hotels reaching 97.4%.

Diverting tourists

To meet this influx, efforts increased to divert tourists to the less familiar resorts, such as Puerto Vallarta on the West Coast and Cozumel on the Gulf Coast. Also, as annual estimates for tourists in Mexico by 1970 reached two million, additional plans for hotel construction were revealed. Two planned projects for Mexico City would consist of a 622-room hotel and convention center and a 1,200-room hotel with a built-in heliport.

The Secretary of Public Works stated on August 21 that during the next three years $90 million will be spent on constructing and modernizing some 4,700 miles of secondary roads. The program is being financed by a loan of $54 million from the Interamerican Development Bank, supplemented by domestic resources.

The Secretary of Marine Affairs has announced that the Government would spend more than $7 million on port and harbor developments in 1966. Among the projects authorized are the completion of the new port of San Carlos in Baja California, initiation of a protected port at Progreso, Yucatan, for fishing and pleasure craft, and construction of certain port facilities at Guaymas, Manzanillo, Tampico and Acapulco.

Between September 1, 1966 and August 31, 1970, the Mexican Government and private industry plan to invest $560 million in improved telecommunications facilities. Major projects include the installation of 950,000 additional telephones and the construction of 60 microwave stations, 60 telex stations and 250 telegraph offices.

The Mexican Government has authorized the transmission of color television programs. Experimental programs were to begin in October, although receiver manufacturers will not be ready to offer equipment to the public until January 1967. A spokesman for the industry stated that he believes there is a market for 15,000 receivers a year if the price is no higher than $400.

During the quarter the Mexican Government decided to relax its export restrictions on sulphur, to permit an additional 400,000 metric tons to be shipped during 1966. This important decision brings the Mexican sulphur export availability up to 1,550,000 tons for the year.

The Mexican Government and private Mexican capital have offered to purchase 66% of the Pan American Sulphur Company's operation subsidiary, *Azufrera Panamericana, S.A. de C.V.* The breakdown indicated was 43% Mexican Government ownership and 23% private Mexican capital, with the remaining 34% to be retained by the parent firm in Houston.

Weather conditions were generally favorable during the quarter throughout the country, and all indications were for a very good agricultural year. Higher than average rainfall in many areas caused some flooding, but the increasing water supply was beneficial to crops. Yields, particularly of corn, were high.

The Government announced the livestock export quotas for the year beginning September 1, 1966 which will permit exports of up to 601,000 head on-the-hoof and 196,000 head in the form of meat. These are significantly higher than the initial quotas announced for 1965-66, but slightly lower than the exports authorized last year.

Mexican fishery production was up considerably for the first half of the year over the preceding year: 21% for all edible fish and 38% for fish meal.

India's eighth deep-water port opens on East Coast

Paradeep, in India's east coast province of Orissa, became the country's eighth major port on November 20. This newly-constructed port is situated about 6 miles from the mouth of the Mahanadi River, roughly midway between Calcutta and Visakhapatnam.

Paradeep has a yearly shipping capacity of two million tons of iron ore and has a minimum draft of 42 feet. The first stage of the port development, which included construction of a mechanized ore handling plant, an iron ore berth, and other major harbor works, was completed at a cost of $27 million.

The iron ore berth can accommodate 60,000-ton ore carriers, and the mechanized ore handling plant can handle 2,000 to 2,500 tons of ore per hour. These facilities are currently being used to ship iron ore to Japan.

The port will ultimately serve the hinterland in Orissa, permitting the exploitation of the iron ore deposits of Bundargarh, the chromite ore of Sukinda, and the coal mines of Talcher.

Pakistan's private firms get $6 million

Development bank will use funds to underwrite stock offerings

A local currency loan equivalent to $6.3 million, to be made by the Agency for International Development, will enable the Pakistan Industrial Credit and Investment Corp. to expand its supply of capital funds to private industry in Pakistan.

The proceeds of the AID loan, signed recently in Karachi, will be used by the Pakistan development bank to underwrite new shares in private companies, thus further encouraging the growth of private industry and the greater participation of shareholders in Pakistan's economic development.

Formed in 1958, PICIC has made about 500 loans aggregating some $250 million to private industries in Pakistan, and is generally regarded as one of the most successful development banking institutions assisted by AID.

Private Pakistani investors hold about 55% of its capital stock, and 35% is held by foreign interest, including U.S. investors with 10% and the International Finance Corp. with 5%.

Since its formation, PICIC has received loans of foreign exchange amounting to more than $21 million from AID, $109,000 from the World Bank and $70 million in credits from Japan and Western European countries.

The 30 million rupee AID loan, made from funds paid by Pakistan for U.S. agricultural commodities under Title I of Public Law 480, is repayable over a period of 15 years, including a five-year grace period.

New AID-export form developed by Government, industry planners

Cutting red tape in paperwork was committee's aim; expected result is substantial savings to U.S. suppliers

A simplified form of a basic document for all AID-financed commodity procurement is expected to save U.S. businessmen more than a half million dollars per year in paperwork connected with shipping foreign AID-financed commodities to developing countries.

The revision of the supplier's certificate resulted from a Government-industry effort to cut down on the red tape.

Planners involved in the development of the standardized and simplified form were the Agency for International Development (AID), the American Merchant Marine Institute (AMMI) and the Federal Government's National Facilitation Committee, chaired by the Department of Commerce, which coordinated development of the standard export documentation form.

The revised form of the AID supplier's certificate is, for the first time, compatible with the standard export documentation form—an integrated set of documents which includes the ocean bill of lading, the shipper's export declaration, and delivery instructions.

In using the revised supplier's certificate, U.S. firms will now be able to enter simultaneously in one typing operation information common to all export forms.

The new form, designated AID-282, will be required for AID implementing documents issued after Jan. 1.

Copies are available from banks holding AID letters of commitment, from any of the 42 field offices of the U.S. Department of Commerce, or from the Distribution Section, AID, Washington, D.C. 20523.

PLANNERS okay new form used in AID-financed commodity procurement. L. to r. William R. Myers, Dept. of Commerce, John E. De Wilde, AID, and Ralph E. Casey, Am. Merchant Marine Institute.

Jordan plans major airport improvement

The Jerusalem Airport, Jordan's main air terminal for tourists visiting the Holy Land and other historical attractions in the area, will be improved and expanded with the aid of a $1.8 million loan authorized by the Agency for International Development.

The improvements will permit the operation of most medium range jet aircraft for 1,000-mile flights without limiting passenger or cargo loads as now required.

Besides strengthening, reconstructing and extending the runway from the present 6,000 feet to almost 8,000 feet, project plans call for installation of a VOR radio range air navigation system and airport lights, permitting night landings and more flexibility of operation.

The AID loan will cover dollar costs of the project, including contractors' services and commodities from the United States. Local costs will be financed with a loan from U.S.-owned Jordan currency funds equivalent to $1.5 million, and a contribution of some $800,000 in Jordan currency from the Government of the Kingdom of Jordan.

Authorization of the airport loan is based on a feasibility study financed by AID at the request of the Government of Jordan. The study was completed last February by Thomas B. Bourne Associates, Inc., Washington, D.C.

The loan will be made to the Government of Jordan, whose Ministry of Transportation will be responsible for the project's execution. The Government has negotiated a contract with the Bourne firm for design and construction supervision to complete the project. The FAA has agreed to procure and install the VOR station and train Jordanians.

Ball will lead trade-investment mission in Korea

U.S. group goes in March; Presidents inspired effort

George W. Ball, former Under Secretary of State, will head a privately-organized delegation of U.S. businessmen to Korea during the week of March 20, to stimulate American private investment and to promote increased U.S.-Korean trade.

The mission was originally proposed during discussions between President Johnson and Korean President Chung Hee Park in Seoul early in November. The Presidents agreed then that the Korean economy's current progress should make possible a substantial expansion of U.S. investment in Korea and in trade between the two nations.

The Korean economy has grown at a rate of 8% per year in the last three years. During the same period, exports have tripled and are expected to reach the equivalent of $250,000,000 in 1966.

Delegation members will be selected during the next month. Each will be a leader in his industry or in the financial community. It is planned to include representatives of large and small industry, banking and trade from major business centers of the United States who will be interested in specific areas of industry or trade in Korea.

Brazilian electric power projects to receive $100.6 million in loans

Aid from World Bank to finance equipment, materials, supplies, engineering services through five local utility companies

Five Brazilian electric power companies were granted loans in various currencies totaling $100.6 million by the World Bank for the improvement and expansion of their transmission and distribution systems.

The loans will be used to finance equipment, materials and supplies procured under international competitive bidding, including domestic suppliers, and the foreign currency costs of engineering services. Later stories in INTERNATIONAL COMMERCE will give details.

The projects will be undertaken in the south-central region of Brazil in which are located most of the country's industries and over 40% of the population. Generating capacity in this region is expected to be doubled to about 8 million kilowatts by 1971.

The following companies are involved in the planned projects for electric power improvement and expansion of their transmission and distribution systems:

Central Electrica de Furnas, S.A. (FURNAS) will develop the second stage of the Estreito hydroelectric power project with the help of a $39 million World Bank loan.

FURNAS owns and operates the 900,000-kilowatt Furnas hydroelectric plant on the Rio Grande. The first stage of the Estreito project — a 533,000 kilowatt power plant—is now under construction and is located 100 miles downstream from the Furnas plant.

The second stage comprises high-voltage transmission lines to connect the power station with Rio de Janeiro and Sao Paulo.

Both stages are scheduled for completion in 1971.

Total cost of the Estreito project is estimated at the equivalent of $140 million. FURNAS' expansion program for the period 1966-71 will be equivalent to about $186 million.

Companhia Paulista de Forca e Luz supplies power, in the State of Sao Paulo, to an estimated four million residents. Some of the most productive parts of Brazil lie within the company's service area: there are many large industries and important agricultural areas producing coffee and other products.

This company's transmission and distribution program during the next three years is estimated at the equivalent of $93.7 million, of which the World Bank loan will cover $41 million.

Companhia Forca e Luz do Parana provides electric power to Curitiba (population 400,000). This city is the commercial marketing and industrial center of the State of Parana.

The company's three-year program will cost the equivalent of $15.3 million, of which $8.1 million will be provided by the Bank loan.

Companhia Forca e Luz de Minas Gerais furnishes power to the city of Belo Horizonte (population 750,000), the commercial marketing and industrial center of the State of Minas Gerais.

Total cost of this company's three-year program is estimated at $11.7 million, of which $6.3 million will be made available by the Bank loan.

Companhia Brasileira de Energia Eletrica supplies the city of Niteroi and a second area 21 miles distant which includes the city of Petropolis in the State of Rio de Janeiro. Both cities are considered residential and industrial suburbs of the city of Rio de Janeiro.

Total cost of this company's expansion is estimated at the equivalent of $10.8 million, of which $6.2 million will be provided by the Bank.

The World Bank loans will be guaranteed by the Government of Brazil.

HYDROELECTRIC PROJECTS IN BRAZIL are being assisted by World Bank loans. View of the Furnas hydroelectric project on the Rio Grande shows the largest project of its type in Latin America.

Twelve Peruvian producers offer joint venture, licensing proposals

U.S. participants sought to supply capital, machinery, technical aid, marketing know-how

Twelve Peruvian concerns seek joint ventures and licensing arrangements with U.S. firms. The opportunities vary from ventures to process whale meat and manufacture cosmetics to licenses to produce fixtures for fluorescent lamps and make paint.

The proposals are as follows:

● A well established Lima whale fisher and processer of whale oil seeks a joint venture, preferably with a U.S. canner or meat processor, to process whale meat. The U.S. participant is asked to contribute part of the equity capital for new machinery, technical assistance, and marketing know-how. Present plans call for the production of 200 tons of whale meat extract per year. The meat can also be processed for human consumption or for pet food.

Write: Cia Ballenera Del Norte, S.A., Edificio Italia 318, Apartado 4892, Lima, Peru. WTD.

● A mining firm located in Arequipa reportedly has acquired six large salt deposits from the Peruvian Government and proposes a joint venture to exploit the mines. Capital and technical know-how is requested of the U.S. participant. The deposits are reported to be located near the Pan-American highway, and are claimed to contain a high average grade of 85 to 90% salt. According to the firm, the processed salt is 99.64% pure.

Write: Negociacion Minera del Sur J. Oviedo V., Misti 102 (Yanahuara), Arequipa, Peru.

● Home builder seeks joint venture to develop and build sub-division of residences to sell for $8,000 each. The terms of sale on the houses to be 30% down with the balance to be paid over a three-year period at 12% interest.

Write: Cia. Inmobiliaria "Inversiones Bolivar" S.A., Azangaro 377, Office 302, Lima, Peru.

● This Lima home building contractor, who estimates market for low and middle-income houses is in excess of 150,000 units, seeks joint venture with U.S. organization. Firm claims to be selling homes at 35% down with balance financed at 14% interest over a ten-year period.

Write: Robert Leon, Mama Ocllo 2640, Lince, Peru.

● A Callao fish canner seeks a U.S. joint venture partner to expand operation and to acquire its own production facilities. A U.S. participant is asked to provide financial assistance for the project. Presently operating in leased quarters, the firm last year reportedly produced 12,000 cases of canned fish in tomato sauce packed in 1-lb. cans.

Write: Fabrica de Conservas Alimentos Marina S.A., Avenida Argentina 1719, Callao, Peru.

● A joint venture to produce and can turtle soup is sought by a firm now engaged in tanning crocodile and turtle hides. A U.S. partner is requested to supply equipment and canning know-how.

Write: Curtiembre Cocodrilo S.A., Ricardo Herrora 890, Cuadra 14 Av., Argentina, Lima, Peru.

● License or joint venture to produce oral contraceptive tablets or capsules is sought by a Peruvian firm which manufactures pharmaceutical products.

Write: Laboratorio E Instituto Quimioterapico, S.A., Av. Venezuela 1646, Lima, Peru. WTD.

● A Lima cosmetics importer with 25 years experience in the field seeks a joint venture to manufacture a general line of cosmetics in Peru.

Write: Emilio Carrera Burgess, Rifa 360, 2° Piso-Office 3 (P.O. Box 1483) Lima, Peru.

● Established in 1943, a Lima manufacturer of paints for autos, boats, and buildings seeks a licensing arrangement on a royalty basis with a U.S. producer of similar but preferably latest formula products. Technical assistance from the U.S. licensor, on terms to be negotiated, is also desired. The Peruvian firm reportedly produces 45,000 gallons of paint monthly in containers ranging from ½ pint cans to 55 gallon drums and would like to become associated with a U.S. firm of comparable size.

Write: Compania de Industrias Quimicas Asociadas, S.A., Guillermo Barrios 110, San Martin de Porras (P.O. Box 670) Lima, Peru. WTD.

● A Lima manufacturer of paints and oils for autos and boats and chemical products for industrial use seeks a U.S. joint venture partner to assist in the overall operation of the firm. Capital investment is not a requirement, but the interested U.S. firm should be well experienced in management and marketing. In business since 1950, the firm has 115 employees.

Write: Mr. Eric Katz, Compania Quimica Industrial Deka, P.O. Box 3696, Lima, Peru. WTD.

● This lighting fixture manufacturer seeks a license to produce fixtures for fluorescent lamps. **Write:** Itesa S.A., Miguel Zamora 148, Lima, Peru.

● A joint venture to establish a sugar mill is sought by a cane producer currently producing 25,000 to 35,000 tons a year. With adjacent plantations, proposed mill is to process estimated 55,000 to 65,000 tons of cane annually. A U.S. collaborator is asked to supply sugar mill machinery. **Write:** Chiquitoy S.A., Puno 271, Lima, Peru.

Investment Assistance

Firms responding to investment opportunities may wish to inform the Bureau of International Commerce of their action, for follow-up assistance where appropriate. This will insure receipt of additional information as it becomes available.

A (*) following the name of the foreign firm indicates that additional information is available by writing the Department of Commerce (BIC-876), Washington, D.C. 20230.

WTD indicates that a World Trade Directory report containing financial and business background information is available at $2 each from the Department of Commerce (BIC-916), Washington, D.C. 20230.

Special assistance is available to firms interested in joint ventures or licensing agreements abroad. Call Area Code 202, WO 7-4065 or write Department of Commerce (BIC-878), Washington, D.C. 20230.

Korean ceramics buildup seen as good potential for U.S. investors

Plans for ceramic center include pilot plants for sanitary ware, electric insulators, tiles, toys, ornaments, decalcomania

Establishment of a ceramic center and a Ceramics Research Institute, planned by the Korean Government, offer opportunities for U.S. investment and the sale of technical know-how. Pilot plants will be set up for ceramic tiles, sanitary ware, electric insulators, ceramic toys and ornaments and decalcomania.

The Research Institute will have a laboratory, a workshop and a reference library and will concentrate on industry-wide requirements, including the training of technical and managerial specialists. Estimates for the Institute's foreign exchange requirements total over $816,000. Completion of the Institute is set for mid-1968.

The tile plant and decalcomania plant projects are reported to be nearing implementation with two European firms investing and supplying technical know-how. Scheduled for implementation in 1968 are the sanitary wares and electric insulator plants involving foreign exchange requirements for facilities and know-how of around $600,000 and $1.5 million, respectively. Sanitary wares will include water closets, urinals, basins, drinking fountains and bath tubs. Plant capacity of 97,000 pieces a year is receiving consideration. Insulators would include high voltage as well as high frequency applications and production capacity is estimated at 2,880 metric tons a year.

New toy plant

The ceramic toy plant, scheduled for completion in 1969, calls for a yearly output of approximately 2,500 metric tons and an estimated foreign exchange requirement, including technical know-how, of $600,000.

Each of these pilot plants will have facilities for preparing batch peculiar to its own requirements. It is anticipated that a separate and independent batch preparation plant to feed all the pilot plants to meet the industry's growing demands may become necessary.

U.S. firms wishing to obtain additional information and considering investment or providing technical know-how for the sanitary ware, electric insulator and ceramic toy projects should **write:** The Ceramic Center Committee, c/o The Dai Han Iron Mining Development Corp., Room 404 Sam Chung Bldg., 12 Suhsomundong, Suhdaemun-ku, Seoul, Korea.

British producer of rubber footwear seeks license

A leading British manufacturer of rubber footwear seeks a license to manufacture a new product capable of achieving a minimum of $15 million in sales within two or three years. The product need not be confined to the footwear industry, but can be in a related field. Possibilities include rubber and/or plastic clothing, luggage, permeable shoe upper materials and PVC moulding.

The British company claims it is currently producing 100 tons of rubber components for footwear and approximately 15 tons of rubber and yachting boats weekly. Some 5% of its output is directly exported, with indirect exports on shoes probably bringing the total nearer to 15%.

The British firm's major customers are within the United Kingdom with components being sold directly to footwear manufacturers and repairers. Rubber boots are marketed through wholesalers, mail order houses and agricultural and industrial wholesalers.

Currently, the British company employs 11 sales representatives and states distribution and marketing activities can be expanded.

Established in 1965, the concern is a subsidiary of a large British rubber company.

To obtain additional information about this opportunity interested U.S. firms should contact: Avon Footwear Ltd., Bridgen, Glamorganshire, England. WTD.

Guatemalan clothing firm seeks license for apparel

Established in 1918, a Guatemala City clothing manufacturer seeks a license to produce wearing apparel. The Guatemalan firm is interested in producing men's pants and jackets, women's under-garments and allied lines.

The company has about 11 employees and reports annual sales of $300,000. It markets its products in Guatemala and El Salvador.

For additional information concerning this opportunity interested U.S. clothing firms should **write:** Nigrin Hermanos Sucesor—Almacen "El Progreso", 5a. Avenida 15-37, Zona 1, Guatemala City, Guatemala, C.A. WTD.

TELEPHONE CORDS AND CABLE

A Paris manufacturer and distributor of telephone cords, wire, and cable seeks a license to produce cords and cable.

Established in 1936, the French firm is capitalized at $200,000, has annual sales of $1.5 million and employs 185 people.

The firm's manufacturing facility covers a total area of 10,000 square meters, with 4,000 square meters of covered space.

Write: Eurocable, 121 rue de Charonne, Paris 11, France. WTD.

MICRONIC FILTERS

The Aero Products Division of a large British firm, parent of a group of subsidiaries and associated companies in the rubber and thermoplastics industry, is interested in obtaining a license from an experienced U.S. company for the manufacture and distribution in the United Kingdom of high quality micronic filters applicable to the aviation and other industries.

U.S. firms wishing to obtain further information on this opportunity should **write:** B.T.R. Industries Ltd., Silvertown House, Vincent Square, London, S.W.1, England. WTD.

MACHINE TOOLS

A British precision engineering firm engaged in the manufacture of such machine tools as jigs, small tools and gauges seeks to broaden its line of machine tools through a licensing arrangement with a U.S. company.

Write: Clifford Machine Tools Ltd., Cherrywood Rd., Bordesley Green, Birmingham 9, England. WTD.

Sao Paulo firm seeks experienced partner

Wants arrangement to make line of electronic products

A Sao Paulo manufacturer of television receivers seeks a licensing and joint venture arrangement with an experienced U.S. producer of electronic products for home entertainment, as well as for commercial and industrial uses.

The Sao Paulo firm assembles 11″ and 23″ television receivers from components manufactured in Brazil. Tubes are imported.

The firm says over 100 Brazilian concerns are engaged in the assembling of television receivers and since there is such strong competition, it wants to gradually phase-out production of television receivers and enter a more profitable line of electronic products.

The Sao Paulo firm's current production is 1,500 units per month, based on one eight-hour shift, utilizing 43 employees. Sales for 1966 are estimated at $400,000.

The firm owns a manufacturing facility of 1,190 square yards, and an adjoining 4,165 square yard plot of land for further expansion. Present equipment is reported suitable for the production of many electronic products including yokes and flybacks.

U.S. firms interested in exploring this opportunity may wish to familiarize themselves with Brazil's Foreign Investment Law covering the remittance of profits.

An English language copy is available at no charge by requesting "Brazilian Foreign Investment Law, Decree 55762, from OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

Write: Telekta Radio e Televisao Ltda., Rua Olimpiadas 120, Sao Paulo, Brazil. WTD.

Razor blade joint venture sought by Moroccan firm

A Casablanca manufacturer of razor blades seeks a licensing arrangement or joint venture to make high quality, stainless steel blades in Morocco using U.S. equipment and techniques.

The firm is reported to have a current production of 40 million blades a year, using Swedish steel. It plans on making one standard size double edged stainless steel blade.

Write: Fabrique Nationale de Lames de Rasior, Angle Rues Soldat Roch et Villerme, Casablanca, Morocco. Attn: Mr. Abdelkader Lahlou, Proprietor.

STORE FIXTURES AND EQUIPMENT

A Parisian manufacturer of such store fixtures as shelves, counters, furniture, advertising and display devices and labelling systems seeks U.S. licensing agreements to make store equipment, furniture and advertising accessories.

The firm already enjoys a licensing arrangement with one U.S. firm and is exclusive distributor for another.

To obtain additional details **write:** Societe de Fabrication et de Diffusion, "SOFADI," 8 Rue Moreau, Paris 12, France. WTD.

METAL STORE FIXTURES

A French manufacturer of metal products used in stores for displaying and containing merchandise seeks a license to make various metal fixtures for use in stores and also metal household furniture.

Established in 1944, the French firm specializes in cutting, embossing, stamping and soldering metal products and operates a plant in Paris employing about 65 people, plus 5 sales agents. Plant equipment and machinery is valued at $100,000.

The company sells its products to chain and department stores and plans on covering the entire Common Market area.

The firm is reportedly associated with a French manufacturer of hospital beds and chairs and a German concern.

Write: Etablissement DESTO, Route de Memorin, Gastins (Seine et Marne), France. WTD.

FABRICATED STRUCTURAL STEEL

Founded in 1923, a French fabricator of steel pylons, frame works for factories, bridges and other steel structures seeks to diversify production through a mutually profitable joint venture arrangement with a U.S. firm engaged in related industrial activities in the field of steel structures.

The French company reportedly operates a well equipped plant covering about 4,200 square meters and has approximately 50 employees. It claims to be set up to perform any required installation work.

Write: Construction Metalliques des Pyrenees, 29 Rue du Marechal-Foch; 65-Tarbes, Hautes-Pyrenees, France. Attn: Mr. Andre Lamon, Manager. WTD.

Copper ventures in Nicaragua open

Nicaraguan mineral resources study suggests copper ventures

Unworked rich copper areas in northeast Nicaragua are worthy of exploitation, according to a U.N. Special Fund study prepared in conjunction with Nicaragua's National Geological Service. The Nicaraguan Government, reportedly is encouraging exploitation of these deposits.

Copper deposits worthy of exploitation also exist in the Departments of Chinandega and Esteli, the study points out. Nicaragua's possibilities in iron, lead, zinc, tungsten, molybdenum and iron sulphates have attracted little attention, although these minerals give indications of being present in commercially exploitable quantities.

U.S. mining firms interested in subsidiary operations or joint ventures in Nicaragua and wishing to obtain more information and copies of complete studies on Nicaraguan mineral resources should **write:** National Geographical Service, Ministry of Economy, Government of Nicaragua, Managua, Nicaragua. Attn: Dr. Adolfo Bengoechea, Director.

ELECTRONIC EQUIPMENT

A French manufacturer in the field of electronics, who controls several companies is interested in acquiring U.S. licensing rights for the manufacture of electronic equipment and components.

Headquartered in Paris, the firm makes radio and television receivers and industrial and scientific electronic equipment. It imports electronic equipment and components from the U.S. and Japan.

Established in 1949 and incorporated in 1952, the firm has an annual sales volume of around $8 million, employs 350 plus a dozen travelling salesmen and has a sales territory covering France and a number of foreign countries.

Write: Pizon Brothers, 18 Rue de la Felicite, Paris 17, France. WTD.

DEPARTMENT STORE

A Luxembourg department store operator seeks to expand through a joint venture with a U.S. firm.

Write: Galeries Luxembourgeoise de l'Ameublement S.A., "Le Grand Coin Rose", 20, rue des Gaulois, Luxembourg-Bonnevoie. WTD.

ALUMINUM FABRICATION

A Scottish engineering company and manufacturer of steel and aluminum products is interested in the possibility of a tie-up with a U.S. firm prepared to license the manufacture and sale of aluminum freight containers or other types of aluminum fabricated products in the United Kingdom.

The Scottish company reports that it has for some years provided engineering services for one of the largest civil engineering companies in the United Kingdom and in the process has acquired a great deal of experience and skill in the fabrication of aluminum and steel.

In addition to its manufacturing facilities, the firm has a truck fleet which can undertake the distribution of aluminum containers or other products throughout the United Kingdom.

Write: Duncan Logan (Plant) Ltd., Great North Rd., Muir-of-Ord, Rossshire, Scotland. WTD.

TEXTILE MACHINERY

Some form of licensing or similar arrangement is sought by a British manufacturer and exporter of high-speed, precision-made needle looms sold to narrow fabric manufacturers.

The firm wants to diversify its manufacturing and selling activities through possible manufacturing and/or representation arrangements with U.S. companies. It is looking for a product suitable for its present production facilities but would consider modifications if necessary. Ideally it would prefer to manufacture machinery or equipment, preferably concerned with narrow fabrics.

Firms interested in following up this proposal should **write:** Bonas Bros. Weavematic Looms (England) Ltd., Pallion Industrial Estate, Roper St., Sunderland, England. WTD.

FLAVORING EXTRACTS

A Dutch manufacturer of bakery and ice cream raw materials seeks a license to produce such additional products in this field as flavoring extracts, colors and ingredients, spices and ice cream mixes.

Founded in 1903, the Dutch company employs 130 people, plus 29 traveling salesmen. In 1964 this firm moved into a new facility, where additional land is available for expansion.

The firm has affiliates in France and Belgium and a subsidiary in Rotterdam established to market food machinery.

Write: Diederik, N.V., 77 Mijlweg, Dordrecht, The Netherlands. WTD

Brazilian proposes venture to expand rubber goods line

Located in southern Brazil, a leading manufacturer of rubber products for automotive and industrial uses seeks to expand operations through a joint venture with a U.S. firm.

The project would be set up on a 50-50 basis to include capital investment, technical assistance and licensing agreements. Capital and technical know-how are particularly needed to improve existing facilities and meet domestic competition.

The type of return is open to negotiation with a U.S. participant, but would include a percentage of profits. The U.S. partner would participate in management. Plans call for adding such additional lines as battery cases, bicycle tires, conveyor belts and rubber shoes.

Currently, the Brazilian firm manufactures rubber battery separators, V belts, hoses, rubber mats and bicycle tubes. It claims to be the only firm in Latin America producing micro-porous rubber battery separators. The firm has captured a major portion of the domestic market with several of its products. Principal competition is provided by Sao Paulo firms.

The Brazilian concern says power, transportation facilities, and labor are available at its plant site, which is favorably situated in view of the expanding Latin American Common Market. The firm has approximately 400 employees.

The Brazilian company reportedly is capably operated and utilizes modern production and management techniques.

The managing and technical directors of the firm are prepared to visit the United States to discuss any interesting proposals made by U.S. firms.

U.S. firms interested in exploring this opportunity may wish to familiarize themselves with Brazil's Foreign Investment Law covering profit remittance.

An English language copy is available at no charge by requesting "Brazilian Foreign Investment Law, Decree 55762, from OIRE, Bureau of International Commerce, Department of Commerce, Washington, D. C. 20230.

To obtain additional information about this opportunity interested U.S. investors should **write:** Borbonite S.A., Industria De Borracha, Rua Dr. Hildebrand 595, Rio dos Sinos, Sao Leopoldo, Rio Grande do Sul, Brazil.

FABRICATED METAL PRODUCTS

A Welsh manufacturer of steel and metal bellows and expansion joints seeks a license or similar arrangement to make products related to stainless steel expansion joints or articles requiring skilled fabrication. These products would be distributed in the United Kingdom and Europe.

The Welsh firm says it has its own sales organization, an experienced export staff, a wholly-owned sales subsidiary in Sweden and a joint venture enterprise near Paris. In addition, the Welsh company has active sales agencies in all other European countries. It exports approximately 60% of total production.

Established in 1965, the Welsh firm has about 290 employees and is a subsidiary of a British firm.

Write: Teddington Bellows Limited, Teilo Works, Pontardulais, Swansea, Glamorganshire, Wales. WTD.

LIGHTING FITTINGS

A well-established British manufacturer and exporter of modern lighting fixtures is interested in a licensing and/or cross-licensing arrangement with a U.S. company for the manufacture in the United Kingdom of complete lighting fittings. It would also be interested in importing direct or acting as agents for major components in the lighting field.

The British company says that its marketing interests are mainly in the architectural and consulting engineering fields. It has a separate Interlight Division which handles modern lighting fixtures of a high design standard for domestic and residential use. The firm has showrooms at 231 Tottenham Court Rd., London, W.1.

Write: Merchant Adventurers Ltd., Hampton Road West, Feltham, Middlesex, England. WTD.

SPECIAL INDUSTRY MACHINERY

An experienced British manufacturer of woolen, worsted and carpet looms, who has recently entered the special purpose machinery field wants to diversify its range of production.

The British company seeks a license to make jigs and fixtures, mechanical handling equipment, textile machines and conveyor systems. It has the facilities for accomplishing a complete job, from the designing stage to the manufacture of the finished product.

Established in 1860, the British company has approximately 240 employees.

For further information covering this licensing opportunity **Write:** Hutchinson, Hollingworth & Co. Ltd., Dobcross, Oldham, Lancashire, England. WTD.

World Trade Opportunities

Iraq to buy fixed and mobile radio stations

The Gas Distribution Administration, Ministry of Oil, Iraq, has issued Tender No. GAS/4/66, for two complete fixed HF radiotelephone stations and five mobile HF stations.

Bid deadline February 4, 1967.

The two fixed radiotransmitter/receiver stations to be simplex operation AM, FM or SSB, crystal controlled, RF output 150 watts pep in frequency band of 3 to 18 MC. All components to be complete with aerials, microphones, mounting cradles (mobile) and remote control unit (fixed station) to operate remote from telephone line. Fixed station radio masts to be supplied, 100' high, complete with all rigging. Equipment to be fully tropicalized, with two years spares provided. Supply voltage, fixed station: 230 volts, 50 cycles, mobile station: 12 volts D.C.

Copies of tender announcement and specifications available from the Purchasing Committee of the Gas Distribution Administration, Baghdad, Republic of Iraq, or on a short-term loan basis to firms located in the United States from the Electronics Division, BDSA-658, Rm. 4125, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: 202-967-4036).

Turkey seeks equipment for water quality control

The Genel Mudurlugu, Makine ve Ikmal Dairesi Baskanligi (DSI) of Etlik, Ankara (General Directorate of State Hydraulic Works, Machinery & Supply Dept., has issued a tender for 31 water samplers and other equipment to be used for water quality control in Turkey.

Bid deadline Jan. 11, 1967. Copies of the tender documents are available from the issuing authority free of charge. A copy of the specifications is available for review by interested U.S. firms in the office of the Water Industries & Engineering Services Division, BDSA, Rm. 4111, U.S. Department of Commerce, Washington, D.C.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

Malaya hospital to purchase closed circuit television

The University of Malaya Hospital has issued notice of registration for supplying closed circuit television equipment and X-Ray accessories.

Registration deadline is Jan. 9, 1967.

Firms wishing to bid for this equipment should register with Hospital Administration Office, Faculty of Medicine, University, Pantai Valley, Kuala Lumpur.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

151 General building contractors

● **CEYLON**—Construction 5208 apartments in four-storyed blocks at Rajagiriya, Kelaniya, Ja-Ela, Boralesgamuwa, Kadawata, Katubedde, Welisara and Ratmalana in the outskirts of Colombo. Bidders and prospective suppliers can obtain tender forms from Embassy of Ceylon, Galle Rd., Colombo 3, or from Commissioner for National Housing, Dept. of Natl. Housing, Sir Chittampalam Gardinar Mawatha, Colombo 2, through noon, Jan. 15. Sealed bids to be submitted in duplicate on obtained forms marked "Tender for the construction of 5,208 apartments due at 10 a.m., on Wed., Mar. 1, 1967", on the top left hand corner. Address to the Chairman, Tender Board, Ministry of Labor, Employment & Housing, No. 212, Bullers Rd., Colombo 7. Copy of tender notice only.★ (Telephone: 202-WO 7-3601).

199 Ordnance and accessories

SIERRA LEONE—Fully automatic machinery and all component parts for loading shotgun cartridges (12, 16, 20 and 410 gauge shells). Initial monthly production to be about 50,000 rounds in 12 gauge only, rising to 80,000 rounds per month in four to five months. Particularly interested in plastic shell casings. The Sports Shop (retailer), P.O. Box 466, 24 Rawdon St., Freetown. WTD 12/6/66.

203 Canning, preserving foods

FRANCE—Pink salmon, canned (preferably in tin cans, 7¾ oz. each). Good quality. Direct purchase and agency. Merle & Cie., S.A. (importer, wholesaler), 39 Rue de la Devise; 33-Bordeaux, Gironde. WTD 4/5/66.

SWEDEN—Canned, cooked frozen Alaska king crab meat. Direct purchase and agency. Gunnar Kall (agent), Surbrunnsgatan 6, Goteborg C. WTD 12/12/66.

221 Broad woven fabric mills, cotton

SWEDEN—Medium, low-priced cotton fabrics for shirts, jac-shirts, pajamas. Syfabriken Valkyrian AB (manufacturer), Pansargatan 5, Boras. WTD 12/9/66.

233 Women's, misses', juniors' outerwear

COSTA RICA—Women's, children's knitted outerwear. Requests replies in French. Alfredo Rojas Brenes (sales agency), Av. 7 N° 57E, Apartado 2244, San Jose. WTD 12/9/66.

249 Wood products

● **GREECE**—Supply of 30,500 treated crossarms and 50,000 treated anchor logs. Tender Inquiry No. DMKD-531, bid deadline Jan. 24, 1967. Public Power Corp. (DEH), Purchasing Dept., 30 Chalkokondyli St., Athens 102.★ (Telephone: 202-WO 7-3359).

252 Office furniture

GERMANY—Wood, metal office furniture such as desks, cabinets, tables. Requests replies with price quotations c.i.f. German or Dutch ports. Kronaniawerk Karl C. Schneider (wholesaler, distributor), 156-178 Loehdorfer Strasse, 565 Solingen-Aufderhoehe. WTD 12/7/66.

254 Partitions, shelving, lockers, office, store fixtures

GERMANY—Shelving, cabinets, work benches, tables, racks, of wood and metal. Requests replies with price quotations c.i.f. German or Dutch ports. Kronaniawerk Karl C. Schneider (wholesaler, distributor), 156-178 Loehdorfer Strasse, 565 Solingen-Aufderhoehe. WTD 12/7/66.

262 Paper mill products

FRANCE—Waste kraft, new, double-lined. Direct purchase and agency. Streichenberger (importer, wholesaler), c/o Rene Martin, Import Manager, 42 Rue Lafaurie-de-Monbadon, 33- Bordeaux, Gironde. WTD 8/5/65.

● **IRAN**—245,000 bobbins cigarette paper, 22 mm., 25 mm., and 28 mm. widths and 4,000 meters in length, with core diameters of 12 centimeters; white chiffon, verged, with basic weight 20.5 gms. per square meter. Tender No. 772/57, bid deadline Feb. 25, 1967. Iranian Tobacco Monopoly, Teheran.★ (Telephone: 202-WO 7-3003).

281 Industrial chemicals

● **BURMA**—Sodium sulfite; 1,680 lb., to be packed in drums of 112 lb. Quotations should specify f.o.b. port of shipment and c.&f. net Rangoon unit prices in pounds sterling. Both U.S. dollars and rupees, including suitable packing for export, mentioning the mode of packing. Tender No. 14 (T) CHEM (POI-S) 66-67. Bid deadline Jan. 9, 1967.★ (Telephone: 202-WO 7-2008).

● **CEYLON**—Sizing and bleaching chemicals and accessories, seven items in all, in various quantities. Tender No. 287; closing date Feb. 28, 1967. Dept. of Rural Development & Small Industries, Torrington Square, Colombo 7, Ceylon.★ (Telephone: 202-WO 7-2067).

● **GREECE**—Creosote oil for wood pole treatment, one million kgs. Specification B.S.S. No. 144/54, or A.W.P.A. P1-65 or equivalent standards apply. Delivery in five equal monthly allotments of 200 tons each commencing April, 1967. Tender No. DYP-593. Public Power Corp. (DEH), 30 Chalkokondyli St., Athens 102, Attention: Purchasing Dept.★ (Telephone: 202-WO 7-2067).

HONDURAS—Fruit juice preservatives. Request replies in Spanish. Jose Moreira Sucesores (wholesaler, retailer), Supermercado La Criolla, 4 Ave. S.O. No. 5, San Pedro Sula. WTD 9/21/66.

● **IRAQ**—Liquid chlorine in 1,000 150-lb.

World Trade Opportunities Continued to page 59

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- ● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.
- ★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-624, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.
- **WTD** indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-916, U.S. Department of Commerce, Rm. 6059B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

cylinders. Bid deadline Jan. 17. Tender No. 47, Directorate General of Projects, Ministry of Municipalities & Works, Baghdad, Iraq.

PAKISTAN—Enzymes, stains, indicators. Scientific Corp. (importing distributor), 3—Pak Chambers, Nila Gumbad, P.O. Box 1005, Lahore. WTD 12/7/66.

50 meter tons calcium carbide, size 50 x 80 mm, packed in 100-lb. iron drum. Quality 4.5 cft of acetelene gas in one pound of carbide. New Light House (importing distributor), 61/82 Brandreth Rd., Lahore-7. WTD 11/30/66.

282 Synthetic materials

HONG KONG—Plastic granules and powder for manufacturing sequins. South Asia Trading Co. (importer, wholesaler, agent), 2nd floor, Flat-G, 49-51 Kimberley Rd., Kowloon, Hong Kong. Cable: Asawin. WTD 12/2/66.

283 Drugs

PAKISTAN—Human blood serum. Scientific Corp. (importing distributor), 3—Pak Chambers, Nila Gumbad, P.O. Box 1005, Lahore. WTD 12/7/66.

289 Chemical products

HONDURAS—Laundry sours, bleaches for use in self-service type laundry. Month to month. Sr. Eduardo Bueso (laundry service), Lavanderia Lavamatic, 8 Ave. N.O., San Pedro Sula. WTD in preparation.

PAKISTAN—Laboratory chemicals, reagents, biochemical laboratory chemicals: organic, inorganic. Scientific Corp. (importing distributor), 3—Pak Chambers, Nila Gumbad, P.O. Box 1005, Lahore. WTD 12/7/66.

THAILAND—Cork powder, silicic acid for use in battery manufacture. Victory Commercial Ltd. (importer, manufacturer), 505 Petchburi Rd., Bangkok. WTD 8/30/65.

306 Fabricated rubber products

● **BURMA**—Rubberized cloth; 40,000 yards, 54" width, dark green, weight 400/450 grams per yard. Tender No. MEIC/B. RLS/(5)/(T)/1/66-67, bid deadline Jan. 16. The Chairman, Union of Burma Railway Board, Bogyoke Aungsan St., Rangoon.★ Telephone: 202-WO 7-3381.

● Belts and belting, various types and sizes. Tender No. 023/MDC-MDY-101(66-67), bid deadline Jan. 15. Director General (Procurement) Mineral Development Corp., N. 243/251 36th St., Rangoon.★ (Telephone: 202-WO 7-3381).

VENEZUELA—Cushion gum, tread gum, filler strip, stripping stock, nylon cord, curing tubes. Direct purchase and agency. Requests replies in Spanish. Manuel Alonso (sales agent), Avenida Libertador N° 210 (40), Chacao, Caracas. WTD 11/22/66.

307 Plastic products

SWEDEN—Reusable bag closures. Direct purchase and agency. Star Agentur, R. Darnolf AB (agent, wholesaler), Box 50, Lerum. WTD 6/29/65.

322 Glass, glassware

● **IRAQ**—Coating and wrapping materials for 70 kilometers of buried pipeline, 12¾" in diameter. Materials to be suitable for cold application with 1" overlap. Primer for pipe surface to improve bond. Tender No. 38/66. Bid deadline Jan. 17, 1967. Director General, Government Oil Refineries Administration, Ministry of Oil, Baghdad, Iraq. Tender documents not needed but a check for $2.80 and a bank guarantee of $4200 must be submitted with bid.

PAKISTAN—Microglassware for use in laboratories. Scientific Corp. (importing distributor), 3—Pak Chambers, Nila Gumbad, P.O. Box 1005, Lahore. WTD 12/7/66.

329 Abrasive, asbestos, nonmetallic mineral products

● **BURMA**—Jointing, asbestos, graphite, sheets, round and square packing. Tender No. MEIC/B.Rlys/13(T)/95/66-67; bid deadline Jan. 25, 1967. The Chairman, Union of Burma Railway Board, Bogyoke Aungsan St., Rangoon, Union of Burma. Certificate of Guarantee required.

331 Steel mill products

● **BURMA**—Tool steel: seven items totaling 3600 lb. Tender No. MEIC/ B.Rlys/15 (T) 353/66-67, bid deadline Jan. 19. The Chairman, Union of Burma Railway Board, Bogyoke Aungsan St., Rangoon.★ (Telephone: 202-WO 7-2363).

● Carbon spring steel, 20 items totaling about eight tons. Tender No. MEIC/B.Rlys./15(T) 351/66-67, bid deadline Jan. 16. The Chairman, Union of Burma Railway Board, Bogyoke Aungsan St., Rangoon.★ (Telephone: 202-WO 7-2363).

● **INDIA**—Wheels and tires for rolling stock: 90 wheels and 7096 tires. Tender No. WTA-8 of 1966, bid deadlines Jan. 12 (wheels) and Jan. 13 (tires). Tender documents for a nonrefundable fee of $2 each (payable in advance), available from Director, Railway Stores, Railway Board, Rail Bhawan, Raisina Rd., New Delhi.

335 Rolling, drawing, extruding of nonferrous metals

SWEDEN—Multipole flat ribbon cables for electronic equipment where space and weight is of great importance. AB Gosta Backstrom (importer, wholesaler, sales agent), Box 120 89, Stockholm 12. WTD 12/6/66.

336 Nonferrous foundries

IRAN—Aluminum sheets for manufacture of offset plates. Offset Press Inc. (printing house), 46 Goethe Ave., or P.O. Box 2570, Tehran. WTD 12/8/66.

342 Cutlery, hand tools, general hardware

VENEZUELA—Shelf hardware, hand tools, locks, builders' hardware. Direct purchase and agency. Febrero Field, C.A. (importer, distributor, sales agent), Edificio Zingg, Oficina 338, Sociedad a Traposos, or Apartado 2904, Caracas. WTD 11/21/66.

349 Fabricated metal products

● **IRAN**—30,250 bobbins of paper-backed aluminum foil for the Iranian Tobacco Monopoly, Tehran, Iran. Bid deadline Feb. 28, 1967. Copies of Tender No. 772 and samples of paper-backed foil are available from Iranian Economic Mission, 2233 Wisconsin Ave., NW., Washington, D.C. 20007.

MADAGASCAR—The Malagasy Bureau for Industrial Promotion & Development (BDPI) requests information concerning equipment and technical assistance for manufacture of leaf springs for trucks, buses, automobiles. Production to be about 300 tons per year. Requests replies in French. Bureau du Developpement et de la Promotion Industriels (semi-public consulting firm), Boite Postale 3180, 33 Rue de Liege, Tananarive, Malagasy Republic.

NETHERLANDS—High pressure valves, up to 6000 psi and in sizes up to 1" or 2" in stainless steel and special resistant alloys. Direct purchase and agency. N.V. Tarco (importer, wholesaler), P.O. Box 2120, Utrecht. WTD 9/20/66.

. . . where credit is due

Detroit wouldn't be the place it is today if all its output had to be sold for cash. There isn't that much free money around.

And world trade last year would not have reached the staggering total of $164,000,000,000 if all the sellers required an irrevocable letter of credit or cash in advance.

The machinery of commerce at home and abroad is greased by credit.

Keep it in mind.

The next time you write one of the advertisers in these pages don't just ask him for a letter of credit—ask the Commerce Department Field Office or your bank for advice on financing foreign trade.

353 Construction, mining, materials handling machinery

● **AUSTRALIA**—One self-propelled vacuum and brush type pickup sweeper for use in and around airport hangars and aprons. Tender No. C.66/183, Spec. DCA/E/2612; bid deadline Jan. 24, The Secretary, Central Contract Board, Dept. of Civil Aviation, 3rd Floor, Sanderson House, 505 Little Collins St., Melbourne, Victoria.

● **BURMA**—Hydraulic filling equipment: hopper, ten-ton capacity; feeder, 36" x 12' centres, 7½ hp.; jaw crusher, 18 x 36 W/75 hp. motor; conveyor, 24" x 100', 10 hp., hoppers, feeders, 2 36" wide belt type x 16' C/C 5 hp. each, conveyors, 1 24" x 50, 5 hp., rod mill, 6' x 12', 200 hp.; pump and sump, 6" vacseal 30 hp.; cyclone, 20" size; and agitator, 16 W/30 hp. Tender No. C-1(T)PBI/66-67, bid deadline Jan. 20. Chairman, People's Baldwin Industry, 104 Strand Rd., Rangoon.★ (Telephone: 202-WO 7-5566).

● Ten self-propelled diesel powered concrete carts, approximately 16 cu. ft. struck capacity, mounted on pneumatic tires. Tender No. 6Q/PWC/(M)66-67, bid deadline Jan. 23. Chairman, Public Works Corp., No. 60 Shwedagon Pagoda Rd., Rangoon.★ (Telephone: 202-WO 7-5566).

● Twenty-five 2" swivels for water well drilling rotary machines with heavy-duty bearings for main load, upper thrust and lower alignment. Must be easily lubricated and completely enclosed. Must be completed with bail, gooseneck and stem or kelly head assembly. Washpipe and packing should be easily removed when replacement is necessary. Connections: Gooseneck and hose pipe connections 2" male and female pipe thread. Connections for stem or kelly 2½" or 2¼ l.h. thread (pipe thread). Capacity five tons minimum to seven tons maximum. Tender No. 39(T)/ARDC/WS/66-67/5601, bid deadline Jan. 14. Chief Mechanization Officer, Rural Water Supply Project, ARDC, No. 346 Merchant St., Rangoon.★ (Telephone: 202-WO 7-5566).

FRANCE—Construction machinery, equipment such as asphalt distributor, truck-mixers, tractor-shovel loaders, bulldozers, concrete mixers, backhoes loaders. Direct purchase and exclusive agency for Southeastern France. Requests replies in French. Etablissements Sureau & Cie (importer, retailer), 39 Boulevard d'Acces, 13—Marseille, 6eme. WTD 12/8/66.

SWEDEN—Machinery for a complete three to six-minute car wash plant. Direct purchase and agency. Bilmateriel AB (importer, exporter, wholesaler, sales agent), Box 1138, Solna 1. WTD 1/28/66.

● **TAIWAN**—Two five-ton mine diesel locomotives with vertical water-cooled, two-cylinder, four-stroke 30 hp. engine. Tender No. GF4D-26023(M), bid deadline Feb. 21. Central Trust of China, Purchasing Dept., 49 Wuchang St., Sec. 1, Taipei.★ (Telephone: 202-WO 7-5566).

TURKEY—Equipment for producing pre-cast concrete panels for mass-produced economy housing. Betontas Sanayii T.A.S. (manufacturer), P.K. 424, Gaziemir, Izmir. WTD 11/1/65.

354 Metalworking machinery

● **BURMA**—Universal precision milling machine, 60" x 12" table, 35 KVA spot welder, 24" throat, electrical tool bench with tachometer and dwell meter; tender No. MEIC/B/Rlys/13(T)-62/66-67, bid deadline Jan. 12. Crankshaft grinder, 18" swing, circular saw to cut up to 18" I-beams, fire fighting water pump with trailer; tender No. MEIC/B/Rlys/13(T)-61/66-67, bid deadline Jan. 12. Heat treating furnace, 1600C-23" x 16½ x 12" working area, rail grinder, rail sawing machine, rail boring machine; sleeper boring machine; tender No. MEIC/B/Rlys/13/(T)-65/66-67, bid deadline Jan. 12. The Chairman, Union of Burma Railway Board, Bogyoke Aungsan St., Rangoon.★ (Telephone: 202-WO 7-5652).

● Hacksaw machine capable of cutting up to 9" diameter, ending machine to machine end of structural steel, portable electric grinder, and circular saw; tender No. MEIC/B.Rlys/13T 88/66-67, bid deadline Jan. 16. Oxyacetylene welding set, oxyacetylene cutting machine, portable electric shear, and hydraulic riveting machine; tender No. MEIC/B.Rlys/13T 89/66-67, bid deadline Jan. 16. Precision tool room lathe—13" swing, universal milling machine—⅛" by 1½" table, universal horizontal grinding machine—12" swing, vertical boring machine—18" chuck, double head tool grinder—14" diameter by 2" thick grinding wheels, gap lathe—30" between centers, shaper—15" by 12" table—14" stroke, column type drilling machine suitable for ¾" drilling in mild steel, and slotting machine—8" stroke; tender No. MEIC/B.Rlys/13T-111/66-67, bid deadline Jan. 23, 1967. The Chairman, Union of Burma Railway Board, Bogyoke Aungsan St., Rangoon.★ (Telephone: 202-WO 7-5652).

● Conical ball mill, 7' x 22", complete with accessories. Tender No. C-2(T) PBI/66-67, bid deadline Jan. 15. Chairman, People's Bawdwin Industry, 104 Strand Rd., P.O. Box 801, Rangoon.★ (Telephone: 202-WO 7-5652).

● **INDIA**—Slot milling and key-way cutting machine. Tender No. 505/16/133/20-10-66, bid deadline Jan. 18. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Copies of tender documents available for $1.10 each from India Supply-Mission, 2536 Massachusetts Ave. NW., Washington, D.C. 20008, Reference No. D/ENQ/2165.

SWEDEN—Car lifts and jacks for passenger cars, trucks. Cleaning machines for automotive workshop industry. High pressure washers for automobile engines. Brake service apparatus for filling and bleeding brake systems. Front wheel alignment instruments. Direct purchase and agency. Bilmateriel AB (importer, exporter, wholesaler, sales agent), Box 1138, Solna 1. WTD 1/28/66.

355 Special industry machinery

HONDURAS—Machinery for manufacturing cheese and corn products for snacks. Requests replies in Spanish. Jose Moreira Sucesores (wholesaler, retailer), Supermercado La Criolla, 4 Ave. S.O. No. 5, San Pedro Sula. WTD 9/21/66.

HONG KONG—Coffee roasters and grinders, using diesel fuel, daily output 3,000 to 6,000 lb. Catalogs and prices C. & F. Hong Kong requested. Tsit Wing Coffee Co., Ltd. (importer, wholesaler, retailer, exporter), P.O. Box 15325, Hong Kong. WTD 9/27/65.

Machines for manufacturing plastic sequins of 5, 6, 10, and 20 mm size. South Asia Trading Co. (importer, wholesaler, agent), 2nd floor, Flat-G, 49-51 Kimberley Rd., Kowloon, H.K. WTD 12/2/66.

Small machines for sealing 6" x 8" Kapok inserts in plastic life-buoys. Wang Tak Engineering & Shipbuilding Co., Ltd. (importer, manufacturer, exporter), 867 Lai Chi Kok Rd., Cheungshawan, Kowloon, Hong Kong. WTD 3/18/65 under revision.

356 General industrial machinery

● **BURMA**—Supply of assorted workshop equipment, including air compressor, 5 cu. ft. per minute, battery charger; one mobile floor crane, one ton capacity; bench drilling machine, spanners; vulcanizer. Tender No. 29(T)MCY(CAP)/CHK/POI(66-67), bid deadline Jan. 31. Procurement Manager, People's Oil Industry, Rangoon.★ (Telephone: 202-WO 7-5589).

● **IRAN**—Supply of three units of electric draft fans of 600 mm. diameter for mine ventilation. Tender No. A/2376, bid deadline March 1. Steel Corp. of Iran (SCI), Shah Reza & Forsat Aves., Tehran.★ (Telephone: 202-WO 7-5589).

PAKISTAN—Oxygen compressing unit consisting of air compressors, caustic soda dryer, expansion engine, separating columns unit, liquid storage tanks for oxygen, warm evaporators and oxygen compressors. Capacity 3000 cft of oxygen gas to be compressed at ATM 2200 psi per hour. New Light House (importing distributor), 61/82 Brandreth Rd., Lahore-7. WTD 11/30/66.

SWEDEN—Air purification systems for manufacturing plants and other contamination controls such as dust collectors. Direct purchase and agency. Maskin AB Ego Holm (importer, wholesaler, sales agent), Pokalvagen 4, Stockholm 36. WTD 7/11/66.

357 Office, computing, accounting machines

SWEDEN—Parts, attachments for typewriters, accounting machines. AB Alcamo (wholesaler), Fahlbacksgatan 7B, Malmo 9. WTD 3/31/66.

VENEZUELA—Manual, electric typewriters, calculating machines, adding machines, other office machines. Exclusive distribution for all of Venezuela. Requests replies in Spanish. Central de Maquinas, C.A. (distributor, service shop), Edificio Villa Campo, Maturin a Abanico, Caracas. WTD 11/29/66.

558 Service industry machines

THAILAND—Electric water heaters, water coolers, all types. Requests catalogs, c.i.f. prices. Siva Engineering Ltd. Part. (importer, wholesaler), 467½ Rajavithi Rd., Bangkok. WTD 8/16/66.

● **TURKEY**—Semi-automatic wire mesh welding plant with automatic wire pre-strightening and cut-off machines to be used for manufacture of concrete reinforcing wire, cross wire of 4-6 mm. diameter, cross wire pitch range—70-330 mm., longitudinal wire pitch range—50-180 mm., minimum longitudinal wires—30. Tender No. 66-17T-117, bid deadline Jan. 9. DSI Genel Mudurlugu, Makine ve Ikmal Dairesi Baskanligi, Etlik, Ankara. Copies of tender documents available from issuing authority free of charge.

362 Electrical industrial apparatus

PERU—Electrical dynamometers to deprive power to diesel motor brakes. Cominport Comercio Industrias Importaciones S.A. (importer, retailer, wholesaler, agent), Apartado 3920, Lima. WTD 12/9/66.

363 Household appliances

ECUADOR—Refrigerators, electric, household type, SKD (semi knocked down) for assembly in Ecuador. Comercial Fiore S.A. (importer, agent, wholesaler, retailer), P.O. Box 1162, Guayaquil. WTD 1/21/66.

364 Electric lighting, wiring equipment

SWEDEN—Fluorescent and incandescent fixtures for outdoor and indoor, commercial and residential use, also fitting accessories and components. Finished and semi-finished plastic components for lighting fixtures. Lilux Belysning AB (importer, wholesaler, manufacturer, sales agent), Roslagsgatan 4, Stockholm Va. WTD 11/29/66.

366 Communication equipment

● **GREECE**—Supply of 50 one-channel transistorized telephone carrier systems. Tender No. 6488; bid deadline will be fixed at a later date. Hellenic Telecommunications Organization, Ltd., 6 Kleissovis St., Athens.★ (Telephone: 202-WO 7-4823).

367 Electronic components, accessories

AUSTRIA—Special component parts used in manufacture of electric heating equipment, other than special switches. Requests replies in German. Dr. Ing. G. Heizer (importer, wholesaler, manufacturers' agent), Sophiengutstrasse 25, A-4020 Linz/Donau. WTD 3/7/66.

When a foot is not a foot

If your printer quoted you a price on 21.5 by 27.9 centimeter letterheads you would think he was in the wrong country.

You probably would pass up the service station where pumps measured gasoline by the liter.

The advertisers in these pages—except those from the U.K. and the British Commonwealth countries—are just as partial to the metric system as you are to inches and gallons.

So when you answer one of them, quote in metric measurements.

Ask the Department of Commerce Field Office.

373 Ship building, repairing

SIERRA LEONE—The Sierra Leone Police Force seeks specifications and cost estimates for a launch for patrol duties in harbor. Length about 35'; hull, steel; speed about 14 knots; to have small cabin and covered (not enclosed) space to seat about 15 persons. Commissioner of Police (government agent), Sierra Leone Police Force, Freetown.

SPAIN—Pleasure craft motors, water ski equipment. Requests replies in Spanish. Jose S. Amran Amran, Prime de Revira, 26, Ceuta. WTD 12/6/66.

374 Railroad equipment

● **BURMA**—Thirty meter gauge motor trolleys. Ref. No. MEIC/B.Rlys/12(T)-29-66-67, bid deadline Jan. 19. Chairman, Union of Burma Railway Board, Bokyoke Aungsan St., Rangoon. Terms of payment: Letter of credit or by arrangement. Tender documents, specifications, and drawings may be reviewed only in Rm. 4314, Transportation Equipment Division, BDSA-596, U.S. Department of Commerce, Washington, D.C. 20230.

381 Engineering, laboratory, scientific research instruments

● **INDIA**—Supply of six Wild high precision levels, N III or equivalent, plane parallel, glass plate with micrometer graduated per metric system; metal case and tripod with rigid legs. Tender No. 1032/1-291/3234, bid deadline Feb. 8. Chief Purchase Officer, Beas Purchase Organization, Talwara Township, District Hoshiarpur, Junjab, India. Tender documents available from India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008.

● Supply of four modified precision levels giving direct readings to 0.001 inch, fitted with powerful telescope tilting screw, coincidence level and optical micrometer complete with accessories and tripod. Tender No. 6022/1-106/BPO/PR5622, bid deadline Feb. 8. Chief Purchase Officer, Beas Purchase Organization, Talwara Township, District Hoshiarpur, Punjab, India. Tender documents available from the India Supply Mission, 2536 Massachusetts Ave. NW., Washington, D.C. 20008.

383 Optical instruments, lenses

VENEZUELA—Optical articles and supplies such as spectacle mounts, lenses, magnifying glasses. Requests replies in Spanish. Op-As, C.A. (importer, wholesaler, sales agent), Edificio Kolster N° 35, Esquina de Munoz, Caracas or Apartado 2730, Caracas. WTD 11/28/66.

384 Surgical, medical, dental instruments

FRANCE—New types of hospital and laboratory sterilizers (other than those using steam). Requests replies in French. Etablissements Flicoteaux, Boutet & Fleurot (manufacturer, dealer), 8, Rue St-Jean-Baptiste-de-la-Salle, Paris, 6e. WTD 6/18/65.

PAKISTAN—Alginate impression materials; acrylic teeth; acrylic powder (pink) and liquid; dental chairs, units; dental laboratories constructing artificial dentures; bridges; inlays and other dental restorations. Lahore Dental Depot (importing distributor), Hall Rd., Lahore. WTD 11/30/66.

386 Photographic equipment

SWITZERLAND—Television projectors for use in connection with video recorder systems. Direct purchase and agency. Struebin Optical Corp. (importer, manufacturer), Steinenring 41, CH-4001 Basel. WTD 11/30/66.

395 Pens, pencils, office, artists' materials

HONDURAS—Pens, ball point pens, refill cartridges, lead pencils, artists' materials, pyrography goods, drawing inks and school supplies. Requests replies in Spanish. Libreria Navarro (retailer), c/o Sr. Miguel Navarro, 1 calle Oeste, San Pedro Sula. WTD in preparation.

SWEDEN—Ball-point pen parts to be assembled locally. Requests catalogs, price lists. Handelsbolaget Brynolf Borjeson (importer, wholesaler, sales agent), Enebybergsvagen 16, Danderyd. WTD 11/29/66.

All kinds of medium-priced office and school stationery, supplies. Tinto Sven Ahlstrom AB (wholesaler, agent), V. Storgatan 5, Jonkoping 1. WTD 4/6/66.

398 Brushes

● **BURMA**—Supply of 3890 brushes of various types and sizes, including paint brushes, camel's hair brushes, artists' brushes. Tender No. MEIC/B.Rlys/13(T)/91/66.67, bid deadline Jan. 23. Chairman, Union of Burma Railway Board, Bogyoke Aungsan St., Rangoon, Union of Burma.★ (Telephone: 202-WO 7-2923).

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

221 Broad woven fabric mills, cotton

HONDURAS—Textile fabrics for use in manufacturing women's outerwear and men's shirts. Requests replies in Spanish. Agencia Matamoros (manufacturers' representative), 5a. Calle S.O. No. 30, San Pedro Sula. WTD 2/15/66.

222 Broad woven fabric mills, manmade fiber, silk

HONDURAS—Thin synthetic drapery fabrics, high and medium-priced Dacron or similar material of high quality. Agency for northern Honduras on a commission basis. Requests sample patterns and quotations. Requests replies in Spanish. Agencia Matamoros (manufacturer's representative), 5a. Calle S.O. No. 30, San Pedro Sula. WTD 2/15/66.

229 Textile goods

HONDURAS—Synthetic materials, fabrics, textiles of all categories for upholstery trade and furniture industry. Requests replies in Spanish. Agencia Matamoros (manufacturers' representative), 5a. Calle S.O. No. 30, San Pedro Sula. WTD 2/15/66.

PAKISTAN—Nylon rope. Importer requests quotations, c.&f., Karachi. I. & S. Corp., 2nd Floor, Dada Chambers, Bunder Rd., Karachi 2. WTD 8/11/65.

281 Industrial chemicals

IRAQ—Sodium tripolyphosphate, silicate, sulphate. Mudhaffar Al-Tak (sales agent), Shakarchi Bldg., Safafir St., Baghdad. WTD 1/26/66.

Caustic soda for soap and detergent industry. Mudhaffar Al-Tak (sales agent), Shakarchi Bldg., Safafir St., Baghdad. WTD 1/26/66.

Alkane benzene for detergent industry. Mudhaffar Al-Tak (sales agent), Shakarchi Bldg., Safafir St., Baghdad. WTD 1/26/66.

Hexane for vegetable oil extraction industry. Mudhaffar Al-Tak (sales agent), Shakarchi Bldg., Safafir St., Baghdad. WTD 1/26/66.

PAKISTAN—Caustic and soda ash. Importer requests catalogs and quotations, c.&f., Karachi. Khadim Ali Shah Bukhari, 33 Stock Exchange Bldg., McLeod Rd., Karachi. WTD 7/5/66.

282 Synthetic materials

VENEZUELA—Polyethylene resins. Requests replies in Spanish. Paolo Coin (Representaciones) (sales agent), Edificio Pas-de Calais, Oficina "A", Piso 3, Veroes a Jesueitas 26, Caracas, or Apartado 9096, Caracas. WTD 11/14/66.

284 Soap, detergent, cleaning preparation

HONG KONG—Cosmetics, toilet preparations, in particular cover stick and powder shadow. Central Distributing Co. (importer, wholesaler, agent), 2nd floor, 50 Western St., Hong Kong. WTD 4/5/66.

287 Agricultural chemicals

PAKISTAN—Ammonium sulphate; urea, ammonium sulphate nitrate, triple super phosphate, sulphate of potash, ammonium sulphate and rock phosphate. Importer requests quotations, c.&f., Karachi. Rana Tractors & Equipment Ltd., P.O. Box 5934, 5 Bandukwala Bldg., McLeod Rd., Karachi 2. WTD 7/6/66.

Pesticides, various kinds, agricultural. Importer requests catalogs, quotations, c.&f., Karachi. I. & S. Corp., 2nd Floor, Dada Chambers, Bunder Rd., Karachi 2. WTD 8/11/65.

335 Rolling, drawing, extruding of nonferrous metals

PAKISTAN—Cable, power, portable and telephone cables. Importer requests quotations, c.&f. Karachi. Taseer Sons, 5 Nadir House, McLeod Rd., Karachi. WTD 2/25/66.

343 Heating apparatus, plumbing fixtures

HONG KONG—Steam boilers, 5 to 200 hp. Swedish Trading Co., Ltd. (importer, wholesaler, retailer, agent, exporter), P.O. Box 108, Hong Kong. WTD 5/20/66.

VENEZUELA—Steam boilers, for hospital, institutional kitchens, laundries. Sanitas, S.A. (importer, distributor, sales agent), Sur 21, N° 5, Los Caobos, Caracas, or Apartado 5245, Caracas. WTD 11/[illegible]66.

344 Fabricated structural metal products

FRANCE—Aluminum doors, windows, frames, and light metal-alloy curtain-walls and partitions for residential and other uses. Requests replies in French. Menuiserie Metallique Schaudel, S.A. (manufacturer), 30 Rue Ferdinand-Buisson, 33- Begles, Gironde. WTD 12/6/66.

351 Engines, turbines

PAKISTAN—Engines, diesel-marine. Importer requests catalogs and quotations, c.&f., Karachi. Taseer Sons, 5 Nadir House, McLeod Rd., Karachi 2. WTD 2/25/66.

352 Farm machinery

DOMINICAN REPUBLIC—Agricultural machinery and equipment, including: offset disc harrow, with 18 discs (disc diameter 20" or 22"), spring-tooth cultivator "tiller", nine teeth, work depth 9", width 7"; ditch digger, work depth 2"; five or six disc plough, 28" or 32" width; three-disc plough, 28" diameter discs; furrower (three bodies) 6" or 7" width; disc ridger, two angled gangs fitted with three discs each, disc diameter 20". All of above items should function with three-point universal hydraulic coupler. Empresas Dominicanas, C. por A. (importer, exporter, wholesaler, retailer), P.O. Box 1414, Avenida Ortega y Gasset, Santo Domingo. WTD 11/17/66.

354 Metalworking machinery

PAKISTAN—Automotive maintenance equipment, workshop equipment and tools for use in training institution. Importer requests catalogs, quotations, c.&f., Karachi. Khadim Ali Shah Bukhari, 33 Stock Exchange Bldg., McLeod Rd., Karachi. WTD 7/5/66.

VENEZUELA—Metal-punching machine to punch holes through H-beams to flanges, 14" by 14", electronically tape-controlled, with input and output conveyor controlled to avoid marking, not high-speed. Plant current 440V, 3-phase, 60 cycle. Short delivery time, machine urgently required. Industrias Metalurgicas Van Dam, S.A. (manufacturer), Avenida Los Bucares, El Cementerio, Caracas, or Apartado 1169, Caracas. WTD 11/3/65.

355 Special industry machinery

AUSTRALIA—Distributor of fluid power components wishes to conclude agency arrangements for Australia for distribution of fluidic and fluid logic devices. Branch offices, technical offices and full service facilities. Fluid Power Co., Pty. Ltd., 383 Swan St., Richmond, Victoria. WTD 12/18/65.

'. . . tune in next week at the same time'

The serial is great for some forms of entertainment.

But not for business correspondence.

If you respond to one of the advertisers in these pages give him the WHOLE story the first time.

- Your unit of sale—whether by the foot or the ton—and what kind of a ton.
- Details of various price lines available if you have such distinctions as "utility", "standards" or "deluxe".
- Your price, including discounts for quantity and for prompt payment.
- Your delivery schedule.
- Your catalogue or other appropriate literature.
- Your payment terms.

358 Service industry machines

NICARAGUA—Office-type water coolers; water container most frequently used in Nicaragua is five-gallon glass jug. Requests replies in Spanish. C. & R. Rivas Opstaele, Cia. Ltda. (importer, wholesaler, retailer), Apartado Postal #241, Managua. WTD 12/17/65.

THAILAND—Water filters for household use, capacity from two to ten U.S. gallons. Exclusive agency. Requests catalogs and c.i.f. price. Kaim Hoa Heng & Co. Ltd. (importer), 2 Soi Tarn Tawan, Off Suriwongse Rd., Bangkok. WTD 7/26/65.

VENEZUELA—Institutional kitchen equipment. Sanitas, S.A. (importer, distributor, sales agent), Sur 21 N° 5, Los Caobos, Caracas, or Apartado 5245, Caracas. WTD 11/18/66.

Commercial laundry equipment. Sanitas, S.A. (importer, distributor, sales agent), Sur 21, N° 5, Los Caobos, Caracas, or Apartado 5245, Caracas. WTD 11/18/66.

364 Electrical lighting, wiring equipment

AUSTRALIA—Flashlights or lanterns for industrial use, must be waterproof and explosion-proof, to be used in areas where high degree of caution against explosions must be exercised. W.S.T. (Sales) Pty. Ltd. (importer, exporter), 22 Jamison St., Sydney, N.S.W. WTD 1/19/66.

366 Communication equipment

PAKISTAN—Railroad signals and allied equipment. Importer requests catalogs and quotations, c.&f., Karachi. Taseer Sons, 5 Nadir House, McLeod Rd., Karachi. WTD 2/25/66.

VENEZUELA—Office, apartment house intercommunications equipment. Sales agency for entire Venezuela. Febrero Field, C.A. (importer, distributor, sales agent), Edificio Zingg, Oficina 338, Sociedad a Traposos, Caracas, or Apartado 2904, Caracas. WTD 11/21/66.

381 Engineering, laboratory, scientific, research instruments

THAILAND—Instruments, supplies for draftsmen, designers. Exclusive agency. Requests c.&f. price and catalogs. D.H.A. Siamwalla Ltd. (importer, wholesaler, retailer), 210 Surawongse Rd., Bangkok. WTD 6/24/65.

394 Toys, amusement, sporting goods

HONDURAS—All types of toys such as dolls, indoor games and game sets for adults, children. Sporting goods such as billiard balls made of cast phenolic resin. Requests price quotations. Requests replies in Spanish. Agencia Matamoros (manufacturers' representative), 5a. Calle S.O. No. 30, San Pedro Sula. WTD 2/15/66.

508 Machinery, equipment, supplies

HONDURAS—Commercial, industrial machinery, equipment and supplies. Agency for all Honduras. Sr. Alfredo Brito h. (manufacturers' representative), 5 Ave. S.O. No. 55, San Pedro Sula. WTD 12/8/66.

Leads for Importers

Commodities are offered direct unless specified

225 Knitting mills

KOREA—Sweaters, acrylic, for gentlemen and ladies, infants and children. Firm wishes to appoint distributors on the East Coast, Chicago, and West Coast. Chang Moon-Hwan, President, Dong Nam Sangsa Inc. (manufacturer, exporter), I.P.O. Box 1913, Seoul. WTD 11/7/66.

239 Fabricated textile products

GERMANY—Printed and woven draperies of cotton, linen, staple and synthetic material. Firm seeks representative in United States. Price quotations f.o.b. Hamburg or Bremen. Samples of materials, designs are available on a loan basis from the Trade Opportunities Staff, BDSA-624, U.S. Department of Commerce, Washington, D.C. 20230. Schloss Holte Druck Epping & Soehne KG (manufacturer, exporter), 4815 Schloss Holte ueber Bielefeld. WTD 11/23/66.

251 Household furniture

HONDURAS—Fine wood furniture of all types for households or wood furniture parts for manufacture. Mahogany, cedar, etc. Large amounts for export only. Juan D. Larach & Cia. (wholesaler, retailer), c/o Sr. Miguel J. Larach, San Pedro Sula. WTD 2/25/66.

SWEDEN—Swedish architect interested in exporting or licensing arrangement with U.S. firm for manufacture of marble or glass table with steel legs used in homes, shops or exhibits. Table now being manufactured on contract basis in Sweden. Laszlo Marko (wholesaler, retailer, manufacturer, designer), Borgargatan 14, Stockholm SV. WTD 12/7/66.

284 Soap, detergents, cleaning preparations

ARGENTINA—Toy-shaped toilet soap. Jose Arie Jabonia, S.R.L. (manufacturer), Dr. Rodolfo Rivarola 187, Buenos Aires. WTD in preparation.

319 Leather goods

UNITED ARAB REPUBLIC—Handicraft: leather puffs; leather slippers; camel saddles. Egyptian United Industries (exporter), 115 Immobilia Bldg., 26 Cherif St., Cairo. WTD 11/12/66.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

AUSTRALIA—Andrew Michael, Australian Modes, 286 Queen St., Brisbane, Queensland, **interested in men's suitings** and requesting technical information. Jan. 12 via New York for seven days. c/o Taft Hotel, 7th Ave. & 50th St., New York, N. Y. 10019. Itinerary: New York, San Francisco. WTD 12/15/66.

ENGLAND—Eric Thomas Hawkesworth, Norstel & Templewood Hawksley Ltd., 33-35 Battersea Bridge Rd., London, S.W. 11, **interested in promoting the sale of pipe fittings and special building equipment in the United States.** Mid-January via Houston for two weeks, c/o Bleachers Sales Co., Box 8508, Houston, Texas. Itinerary: Houston, Cleveland, New York. WTD 10/14/64.

ITALY—Gerhard Tippmann, Empex Vanity Ltd., Via Jacopo Palma 5/17, Milan, **interested in importing giftware and ladies' purse articles from the United States.** Dec. 26 via New York for two weeks. c/o Hotel Americana, 801 7th Ave., New York, N.Y. 10019. Itinerary: New York. WTD 2/7/66.

SOUTH AFRICA—Hartwig Hollman, representing I. L. Back & Co. (Shirt Division) Ltd., P.O. Box 100, Parow East, Cape Town, **interested in direct purchase of pressing machinery for processing permanent press shirts,** and requesting technical information. Jan. 2 via New York for two weeks. c/o J. Gerber & Co. Ltd., 855 Ave. of the Americas, New York, N.Y. Itinerary: New York, other cities to be planned. WTD 8/3/66.

SWEDEN—Martin Kastan, representing General Investment AB, Sibyllegatan 19, Stockholm, **interested in meeting with U.S. firms wishing to export industrial equipment to the Scandinavian and East European markets.** Dec. 28 via Miami for four weeks. c/o Michael Kastan, 3393 Old Mill Rd., Highland Park, Ill. Itinerary: Miami, New York, Chicago, Milwaukee, Minneapolis, St. Louis, Atlanta, Houston. WTD in preparation.

Erik Lilja, Grevatan 45, Stockholm 1C, **interested in meeting U.S. firms looking for representation in Sweden for indoor and outdoor playtime products for children, toys and games.** Jan. 6 via New York for five days. c/o J. R. Haworth, 16 S. Altamont Rd., Whitaker Hill, Huntington, W. Va. 25701. Itinerary: New York. WTD 11/15/66.

SWITZERLAND—Alfred Fontolliet, Manager, Apparel Buying Dept., Aux Epis d'Or (Cooperative Dept. Store), 1200 Geneva, **interested in contacting manufacturers and wholesalers of men's, women's and children's apparel of all kinds, medium and popular price range, in the New York City area and in attending fashion shows.** Jan. 10 via New York for eleven days. c/o Statler Hilton, 7th Ave. at 33rd St., New York, N. Y. 10001. WTD 11/2/66 for Verband Schwizerischer Konsumvereine, Basel, Swiss Union of Cooperatives of which Epis d'Or is a member.

New Trade Lists

The Bureau of International Commerce has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-916, U.S. Department of Commerce, Washington, D.C. 20230, and from Department of Commerce Field Offices. The price is $1 a list for each country. All are dated December.

Architects, Builders—Contractors and Engineers—Costa Rica.
Automotive Vehicles and Equipment—Importers and Dealers—India.
Books, Magazines and Periodicals—Importers and Dealers—Austria.
Coal, Coke and Fuel—Importers and Dealers—Sweden.
Dairy Producers—Guatemala, December 1966.
Fruits and Nuts—Importers, Dealers and Exporters—Malaysia.
Musical Instruments—Importers and Dealers—Switzerland.
Oils (Animal, Fish and Vegetable)—Importers, Dealers, Producers, Refiners and Exporters—Argentina.
Photographic Supplies, Dealers and Photographers—Guatemala.

New Books and Reports

***Overseas Business Reports.* U.S. Dept. of Commerce, Washington. $13 per year ($5 additional for overseas mailing), 15 cents per copy. Order from any Dept. of Commerce Field Office or the Supt. of Documents, GPO, Washington, D.C. 20402.**

United States Trade with Major World Areas, 1965 and Jan.-June 1966. OBR 66-66. 20pp. The export statistics presented cover all merchandise shipped from the U.S. customs area, except commodities classified as "special category" for which data by country are not published, and supplies destined for U.S. Armed Forces abroad for their own use. Import statistics cover all foreign merchandise received in the U.S. customs area.

Basic Data on the Economy of Malaysia. OBR 66-73. 32pp. This report contains information on industrial sectors, labor force, finance, foreign trade, and the structure and outlook of the economy of Malaysia.

The Import Market for Food Products in the United Arab Republic. OBR 66-75. 4pp. This folder contains surveys for the following food products: wheat and flour, sugar, fats and oils, livestock and meat, dairy products and tobacco processing.

Establishing a Business in France. OBR 66-76. 20pp. This is a guide to the investment climate in France, legislation governing foreign investment, business organization, industrial property protection, employment, taxation, availability of local capital and basic economic facilities.

***An Economic Geography of East Africa.* By A.M. O'Connor. Published by Frederick A. Praeger, N.Y. 292pp. $8.**

Dr. O'Connor, a geography lecturer at Makerere University college in Uganda, presents a survey of the nature and distribution of the economic pursuits and resources of Kenya, Tanzania and Uganda.

He discusses the various types of farming systems, major agricultural crops, livestock raising, fisheries, forestry, mining, manufacturing, trade and other ways East Africans earn their living.

While weighing the pros and cons of programs advocating either industrialization or increased agricultural production as panaceas for the region's poverty, the author analyzes the problems that presently stunt the growth of East Africa's economy.

Dr. O'Connor concludes his study with a discussion of the physical, demographic, economic and political factors that directly influence the existence and distribution of economic activities in East Africa.

Write: Frederick A. Praeger, Publishers, 111 Fourth Ave., New York, N.Y. 10003

***The Economic Development of Morocco.* Published by Johns Hopkins University Press, Baltimore. 380pp. $8.50.**

This is the report of a mission organized by the International Bank for Reconstruction and Development. The mission's assignment was to assess the development potential of the Moroccan economy and to consider and recommend economic policies, institutional arrangements and an investment program.

Following a statement of the tasks and problems in Moroccan development, an over-all program is formulated and discussed.

Other chapters cover economic policies, administration, population control, major economic sectors, economic infrastructure, training, education, health, housing and sanitation. Comprehensive and up-to-date statistics are included.

Write: Johns Hopkins University Press, Baltimore, Md. 21218.

***Ausverkauf in Germany?* (Sellout in Germany?) By Kurt Blauhorn. In German. Verlag Moderne Industrie, Munich. 1966. 265pp. $5.**

This is the book that touched off much of the popular and press reaction in the Federal Republic of Germany to the nature and extent of American investment in that country. The recounting of case study after case study, drawn mostly from American firms, may be of interest to U.S. businessmen.

This book represents only one aspect of German opinion on the topic of foreign investment in Germany. But it points out some attributes of operating in Germany that are sensitive to some Germans and that should be considered by the American businessman.

Write: Verlag Moderne Industrie, Aachener Strasse 9, 8 Munich 23, Germany.

***EFTA Annual Review of Agricultural Trade 1966.* Published by the European Free Trade Association, Geneva. 46pp. Free.**

This is the report of the Agricultural Review Committee, which examined the development of trade in agricultural goods in 1965 for each of the member countries (Austria, Denmark, Norway, Portugal, Sweden, Switzerland, U.K.) and Finland, and the impact on trade possibilities of the agricultural policies pursued by these countries. The report considers ways and means of implementing the objective set out in Article 22 of the Convention.

The country-by-country examination includes the following information: general development of trade, production and consumption; basic aims of the country's agricultural policy; important changes and amendments in the implementation of agricultural policy.

Write: Information Office, European Free Trade Association, 711 14th Street NW., Washington, D.C. 20005.

***United Kingdom Balance of Payments, 1966.* Published by Central Statistical Office, London. 66pp. $1.90.**

This publication contains calendar year estimates of the balance-of-payments of the United Kingdom, both with the overseas sterling area and with the non-sterling areas.

Some 30 tables are included, featuring such subjects as visible trade, shipping, civil aviation, travel, earnings of direct investment, loans to and by the U.K., and many other items.

Write: British Information Service, Sales Section, 845 Third Avenue, New York, N.Y. 10022.

***The French Plastics Industry. Conjoncture,* No. 83, September 1966. Published by Societe Generale, Paris, France. 6 pp. Free.**

This is a two-page description in English of the plastics industry in France: its structure, development, geographical location, production, imports and exports. Also included are 4 pages of graphs illustrating French economic activity from June 1965 to July 1966.

Write: Societe Generale, 66-68 Wall Street, New York, 5, N.Y.

☆ U. S. GOVERNMENT PRINTING OFFICE: 1966—251 958/25

Calendar *for international traders*

BOSTON—Jan. 12—World Business Perspective 1967 Seminar, International House, World Trade Center in N.E., Inc., 470 Atlantic Ave., 3 p.m.

BOSTON—Jan. 12—Dinner meeting, International Trade Association of New England, Inc., State Street Bank Roof Restaurant.

CHICAGO — Jan. 10 — Automotive Exporters' Club of Chicago, Builders Bldg. Sponsor: Commerce Field Office.

CHICAGO—Jan. 12—International Trade Club, LaSalle Hotel.

CLEVELAND—Jan. 5—World Trade Assn. Luncheon.

DALLAS—Jan. 11—In-Office Workshop. Sponsors: REEC; Commerce Field Office.

DETROIT — Jan. 10—Export Marketing Workshop, 9:15-12:15, Rm. 456, Federal Bldg. Sponsors: REEC; Commerce Field Office.

JACKSONVILLE, Fla.—Jan. 17—Export Conference, 2 p.m., Commerce Field Office.

KANSAS CITY—Jan. 10—Meeting for Exporters with a panel of returning business travelers, Advertising & Sales Executive Club. Sponsors: Commerce Field Office; REEC; International Trade Club.

KANSAS CITY—Jan. 12—In-Office Workshop for New Exporters, Federal Office Bldg. Sponsors: REEC; Commerce Field Office. .

MILWAUKEE — Jan. 5 — Milwaukee World Trade Club monthly meeting, Holiday Inn-Central. Sponsor: Commerce Field Office.

MINNEAPOLIS—Jan. 11—World Trade Assn. dinner meeting.

NEW YORK—Jan. 3—FCIB Round Table Conference on foreign finance, credit, collection and exchange problems, 1:30 p.m., Ben Franklin Hall, Advertising Club.

NEW YORK—Jan. 12—Meeting of the Overseas Automotive Club, noon, Summit Hotel.

NEW YORK—Jan. 16-18—AMA Orientation Seminar on financing U.S. investments abroad through the Euro-currency market and entrepot capital centers, St. Regis Hotel.

PROVIDENCE—Jan. 17—Dinner meeting, Providence World Trade Club, Sheraton-Biltmore Hotel.

ST. LOUIS—Jan. 17—Businessmen's Consultations with U.S. Trade Mission to Hungary and Bulgaria, Commerce Field Office. Sponsors: REEC; World Trade Club; Chamber of Commerce; Commerce Field Office.

YOUNGSTOWN, Ohio—Jan. 11—Export Expansion Workshop, noon-3 p.m., Mural Room Restaurant. Sponsors: Northwest Orient Airlines; Chamber of Commerce; REEC; Commerce Field Office, Cleveland.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Area Code 505 Tel. 247-0311.

ANCHORAGE, ALASKA, 99501, 306 Loussac-Sogn Building. Area Code 907 Tel. 272-6331.

ATLANTA, GA., 30303, 4th Floor Home Savings Building, 75 Forsyth St., N.W. Area Code 404 Tel. 526-6000.

BALTIMORE, MD., 21202, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301 Tel. Plaza 2-8460.

BIRMINGHAM, ALA., 35205, Suite 200-201, 908 South 20th St. Area Code 205 Tel. 325-3327.

BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617 Tel. CA 3-2312.

BUFFALO, N.Y., 14203, 504 Federal Building, 117 Ellicott St. Area Code 716 Tel. 842-3208.

CHARLESTON, S.C., 29403, Federal Building—Suite 631, 334 Meeting St. Area Code 803 Tel. 747-4171.

CHARLESTON, W.VA., 25301, 3002 New Federal Office Building, 500 Quarrier St. Area Code 304 Tel. 343-6196.

CHEYENNE, WYO., 82001, 6022 Federal Building, 2120 Capitol Ave. Area Code 307 Tel. 634-5920.

CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Area Code 312 Tel. 828-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Building, 550 Main St. Area Code 513 Tel. 684-2944.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Building, East 6th St. and Superior Ave. Area Code 216 Tel 241-7900.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Area Code 214 Tel. Riverside 9-3287.

DENVER, COLO., 80202, 16407 Federal Building, 20th and Stout Sts. Area Code 303 Tel. 297-3246.

DES MOINES, IOWA, 50309, 1216 Paramount Building, 509 Grand Ave. Area Code 515 Tel. 284-4222.

DETROIT, MICH., 48226, 445 Federal Building. Area Code 313 Tel. 226-6088.

GREENSBORO, N.C., 27402, 412 U.S. Post Office Building. Area Code 919 Tel. 275-9111.

HARTFORD, CONN., 06103, 18 Asylum St. Area Code 203 Tel. 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Building, 1022 Bethel St. Tel. 588-977.

HOUSTON, TEX., 77002, 5102 Federal Building, 515 Rusk Ave. Area Code 713 Tel 228-0611.

JACKSONVILLE, FLA., 32202, 512 Greenleaf Building, 208 Laura St. Area Code 904 Tel. 354-7111.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Area Code 816 Tel. FR. 4-3141.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Building, 1031 South Broadway. Area Code 213 Tel. 688-2833.

MEMPHIS, TENN., 38103, 345 Federal Office Building, 167 North Main St. Area Code 901 Tel. 534-3214.

MIAMI, FLA., 33130, 928 Federal Office Building, 51 S.W. First Ave. Area Code 305 Tel. 350-5267.

MILWAUKEE, WIS., 53203, Straus Building, 238 West Wisconsin Ave. Area Code 414 Tel. BR 2-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Building, 110 South Fourth St. Area Code 612 Tel. 334-2133.

NEW ORLEANS, LA., 70130, 909 Federal Office Building, South, 610 South St. Area Code 504 Tel. 527-6546.

NEW YORK, N.Y., 10001, 61st Floor, Empire State Building, 350 Fifth Ave. Area Code 212 Tel. Longacre 3-3377.

PHILADELPHIA, PA., 19107, Jefferson Building, 1015 Chestnut St. Area Code 215 Tel. 597-2850.

PHOENIX, ARIZ., 85025, 5413 New Federal Building, 230 North First Ave. Area Code 602 Tel. 261-3285.

PITTSBURGH, PA., 15222, 2201 Federal Building, 1000 Liberty Ave. Area Code 412 Tel. 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503 Tel. 226-3361.

RENO, NEV., 89502, 2028 Federal Building, 300 Booth St. Area Code 702 Tel. 784-5203.

RICHMOND, VA., 23240, 2105 Federal Building, 400 North 8th St. Area Code 703 Tel. 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Building, 1520 Market St. Area Code 314 Tel. MA. 2-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Building, 125 South State St. Area Code 801 Tel. 524-5116.

SAN FRANCISCO, CALIF., 94102, Federal Building, Box 36013, 450 Golden Gate Ave. Area Code 415 Tel. 556-5864.

SANTURCE, P.R., 00907, Room 628, 605 Condado Ave. Phone 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Building, 125-29 Bull St. Area Code 912 Tel. 232-4321.

SEATTLE, WASH., 98104, 809 Federal Office Building, 909 First Ave. Area Code 206 Tel. 583-5615.

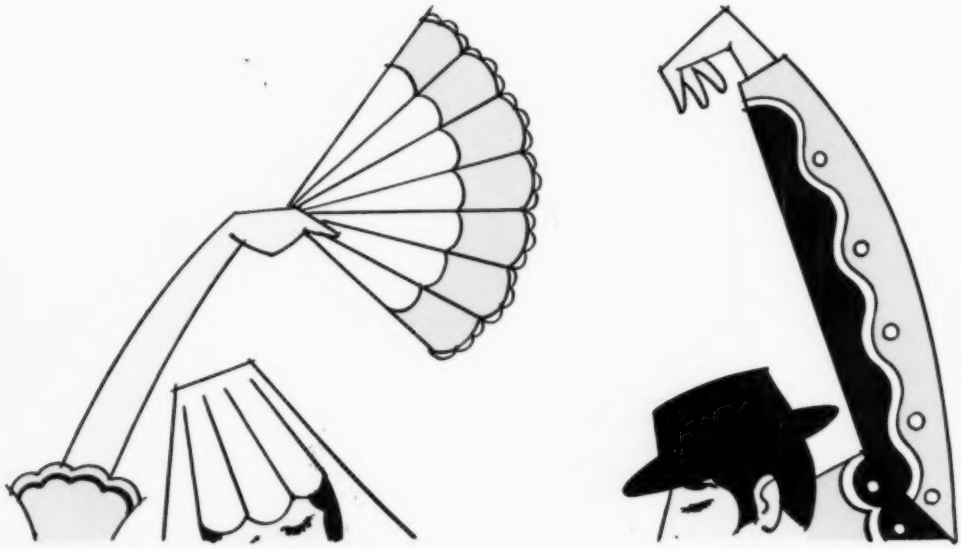
UNITED STATES
GOVERNMENT
DIVISION OF PL
WASHINGTC
—
OFFICIAL

CR - MAY 46129
UNIVERSITY MICROFILMS
SERIALS SECTION
300 NORTH ZEEB RD
ANN ARBOR MICH

POSTAGE AND FEES PAID
U.S. GOVERNMENT PRINTING OFFICE

First-Class Mail

Ah, to be in Barcelona in June



With its exciting dancers,
Romantic music,
Great art

and the TOUREX–67 Exhibition at the International Samples Fair*

* see page 44